

THE AL HABTOOR GROUP: GROWING WITH THE UAE

SAWALEF

AUTUMN/WINTER 2017

NEWSLETTER



Win a
monthly
fitness pass

MEET THE GROUP FINANCE TEAM

A NOTE TO OUR READERS

Dear Readers,

The Khalaf Ahmad Al Habtoor Life Journey exhibit was officially inaugurated at an event attended by our Chairman and prominent Emirati guests on 27 November 2017. The private exhibit takes you on a journey showcasing the rich cultural and personal heritage, notable business achievements, philanthropic endeavors, advocacy leadership and avid sports actives of Khalaf Ahmad Al Habtoor throughout the years until present. Successful VAT implementation across the company has been one of the top priorities for the Group's management team throughout 2017. This issue also addresses some frequently asked questions about the new tax on the consumption of goods and services starting 1 January 2018.

It was a busy few months for our team at Al Habtoor Motors, with Bentley Emirates making its debut at the Art of Dining, Dubai Edition by Architectural Digest Middle East exclusive event and the launch of two new iconic Bentley Motors models – the Bentley Grand Convertible By Mulliner and the Bentley Continental GT. AHM also drew attention with the unveiling of its newest Mitsubishi Eclipse Cross and Chery Tiggo models at the Dubai International Motor Show 2017 attracting over 108,000 visitors.

The Al Habtoor Group finished 26th place from among 215 companies who took part in the first-ever Dubai Fitness Challenge (DFC), an initiative of HH Sheikh Hamdan bin Mohammed bin Rashid Al Maktoum, Crown Prince of Dubai. I would like to thank all our employees, who supported our Group and I encourage you to keep up with your health and fitness goals in the new year 2018!

Michaela

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Sawalef is brought to
you by the
Al Habtoor Group
Media &
Communications
Department



The AI Habtoor Group Head Office Finance Department embarked on implementing a robust Enterprise Resource Planning (ERP) Oracle EBS system in 2015, given the criteria of timely accurate and reliable MIS reporting for management decision making. The decision to invest in an ERP was a very strategic move by the management aimed to comprehensively manage and integrate Finance with Procurement, Projects, Inventory, Human Resources, Sales & Marketing, Audit and Information Technology. It was excellent team work properly planned, supervised, coordinated and executed that resulted in successful implementation of the ERP system. There were numerous interactive training sessions and simulations for the entire AHG staff who put in dedicated efforts to meet all time deadlines despite their day-to-day routine and job responsibilities. Initially we faced a bit of reservations and concerns from some quarters but through proper counselling and training the company managed to achieve the desired results at AHG Head Office and Diamondlease with Oracle EBS. The ultimate objective would be to integrate ERP across all the AI Habtoor Group subsidiaries to benefit from Centralized operations and Control.

Today, the AI Habtoor Group is well poised to meet all the challenges of Reporting and Statutory submissions, including Value Added Tax introduced by Regulatory Bodies which will come into force from January 2018. The ERP system will also be playing a crucial and pivotal role in the consolidation of financial reporting and other any future business plans. AHG management appreciates and recognises the efforts put in by all the staff members in their individual roles as well the good team spirit demonstrated by all departments.

Arun Krishnan
Chief Financial Officer



The Khalaf Ahmad Al Habtoor Life Journey exhibit was officially inaugurated at an event attended by our Chairman and prominent Emirati guests on 27 November 2017. The private exhibit takes you on a journey showcasing the rich cultural and personal heritage, notable business achievements, philanthropic endeavors, advocacy leadership and avid sports activities of Khalaf Ahmad Al Habtoor. Here is an overview of the state-of-the-art high-tec facility located within the Al Habtoor Group head office.

Launch of Khalaf Ahmad Al Habtoor's Life Journey permanent exhibit

A Boy from Shindagah

The first stop on the journey features a mock-up of a barasti hut, uncovering Al Habtoor's early years living in a barasti in Al Shindagah with his family. Visitors are immersed into the past with advanced technology embedded within the installation. They get to experience first-hand what it would have been like to live during the time of Al Habtoor's humble beginnings.



The Emirati

'The Emirati' represents the deep-rooted culture and traditions that Al Habtoor holds dear. Our Chairman is a proud Emirati who pays tribute to his ancestors, and UAE leader, the late Sheikh Zayed bin Sultan Al Nahyan, the main driving force behind the formation of the United Arab Emirates, and the late Sheikh Rashid bin Saeed Al Maktoum, the founding father of modern Dubai, who had a lasting influence on his life.





The Family Man

'The Family Man' provides insight to Al Habtoor's family life and showcases some of the Al Habtoor family's personal belongings dating back to the early 1900s. "I always say my family is my oxygen," says Al Habtoor. "They are the reason why I work so hard."



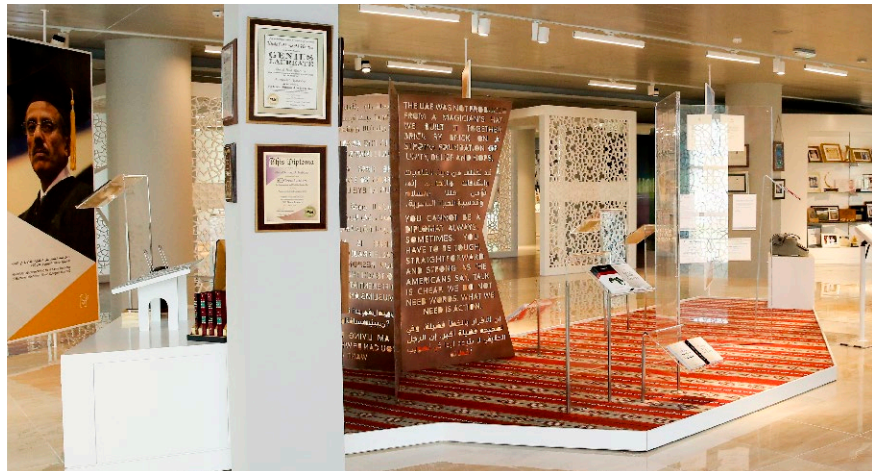
The Businessman

'The Businessman' showcases Al Habtoor's business achievements. It shows his journey from the start of his career as the head of the small engineering company, Al Habtoor Engineering, which he created in 1970, to the diverse Al Habtoor Group conglomerate he heads today.



The Advocate

'The Advocate' details articles and speeches given by Al Habtoor both in the UAE and internationally, including keynote addresses at high-profile conference in Washington DC, New York, Budapest and Dubai.



The Philanthropist

'The Philanthropist' highlights charitable initiatives carried out by Al Habtoor, his Foundation and the Group including the launch of Pathways to Peace in the United States alongside former US President Jimmy Carter. It also features his plan to alleviate global poverty, as well as local and regional initiatives.



The Sportsman

'The Sportsman' brings together Al Habtoor's sporting life, including his love for tennis and his contribution to the development of polo in the UAE.



The biggest global gathering of project management thought-leaders in the region

4th Annual Dubai International Project Management Forum

Khalaf Al Habtoor makes a special appearance at the 4th edition of the Dubai International Project Management Forum held from 18-21 November 2017 at the Madinat Jumeirah.

Held under the Patronage of HH Sheikh Hamdan bin Mohammed bin Rashid Al Maktoum Crown Prince of Dubai and Chairman of the Executive Council, the annual forum brought together global and UAE project management leaders and experts, including HE Sultan Al Mansoori, Minister of Economy and HE Reem Al Hashimy, Minister of State for International Cooperation and Director General EXPO 2020 Dubai.

Speaking on the topic of "Making A Difference", the Al Habtoor Group

Chairman shared his experience and best practices in strategy, innovation and project management that have a sustainable and long-lasting impact on the society and community we live in. One such example is the recent opening of the region's first permanent aqua-theatre, La Perle by Dragone, which reinforces Dubai's position as the new cultural and entertainment hub for the region.

During his panel session held on 21 November 2017, Al Habtoor was accompanied on the stage by HE Saeed Al Tayer, MD & CEO, Dubai Electricity and Water Authority, HE Frode Mauring, Resident Coordinator, United Nations UNDP and HE Mohammed Al Hammadi, CEO, Emirates Nuclear Energy Corporation.



Osman Sultan gives Al Habtoor a commemorative award

Stations of my life Khalaf Al Habtoor

Khalaf A Habtoor sat down with du CEO Osman Sultan for a motivational talk on his business and personal successes as part of the 'Stations of my life' series on Monday 20 November 2017 at The St. Regis Dubai.

FOR THE CITY WHERE NOTHING IS IMPOSSIBLE...
THE SHOW THAT PROVES IT.

LIVE AT AL HABTOOR CITY, DUBAI

La Perle

BY DRAGONE

La Perle by Dragone is the region's first ever permanent show, featuring 65 world-class artists. Created by world-renowned Artistic Director Franco Dragone, La Perle combines the spirit of Dubai with an iconic 860 sqm aqua-stage to deliver an unmissable spectacle in, on, and above water.

[BOOK YOUR TICKETS TODAY](#)

LaPerle.com

OFFICIAL SPONSOR



BENTLEY EMIRATES



DRAGONE



AL HABTOOR CITY
الجبّور سيتي

GROUP NEWS



Employees joined Chairman Al Habtoor for a morning walk at the St. Regis Dubai, Al Habtoor Polo Resort & Club to launch the DFC on Friday 20 October 2017

Al Habtoor Group takes on the challenge!

The Al Habtoor Group is fully committed to the Dubai Fitness Challenge (DFC), an initiative of HH Sheikh Hamdan bin Mohammed bin Rashid Al Maktoum, Crown Prince of Dubai. DFC was launched to unite and commit the people of Dubai to 30 minutes of continuous exercise for 30 days starting from Friday, 20 October 2017. The Al Habtoor Group was excited to actively take part!



1. The Media & Communications Department at the Al Habtoor Group kicks off the fitness initiative!



2. On Day 3, the HR & Administration Department ends the day with a core & strength
3. It's good to be fit! The Al Habtoor Group Executive team takes on Day 4 of the Dubai Fitness Challenge!



4. After a long day at the office, AHG Finance Department accepts the challenge!
5. AHG Internal Audit & Risk Management Departments participate in the boot camp.



6. Another exciting day for the Procurement team as they take the Dubai Fitness Challenge outdoors!
7. AHG Community Relations and Safety Departments try out a circuit training session on Day 11.

GROUP NEWS



#Dubai30x30 Day 7: Al Habtoor Football Championship 2017

Al Habtoor Football & Cricket Tournament 2017

AHG staff and management gathered at Emirates International School – Jumeriah to cheer on the Head Office, Al Habtoor Motors, Al Habtoor Complex (Marriott), and Diamondlease teams at the 2017 Al Habtoor Football Tournament. The final saw the Al Habtoor Group Head Office face the Al Habtoor Complex (Marriott) team.





1. Congratulations to AHG, Head Office team on winning this year's football tournament. 2. Sr. Manager - HR & Admin, Atef Mousa hands over the trophy to the 2017 winning team – the Habtoor Grand Resort, Autograph Collection. 3. Congratulations to Habtoor Grand Resort, Autograph Collection team on winning this year's tournament. 4. Al Habtoor Group Head Office was up against the teams from Diamondlease and the Habtoor Grand Resort, Autograph Collection at the Al Habtoor Cricket Tournament held on Saturday 28 October 2017 at the IMPZ accommodation facility.



#Dubai30x30 Day 8: Al Habtoor Cricket Championship 2017

GROUP NEWS



Group VAT Seminar



VAT implementation across the Group has been one of the top priorities for the management team throughout 2017. Our Audit and Finance Departments have been rigorously working on VAT preparation since February 2017 and since that period they conducted over 9 internal VAT seminars, including seminars targeting specific divisions and seminars spreading general awareness of VAT

among employees. On Tuesday, 8 August 2017, our Chairman and Vice-Chairman held a special session with the company's senior management covering the VAT update, the preparations so far and future next steps.

Turn to **page 34** to read more about the implications of VAT in our latest newsletter feature.



1.

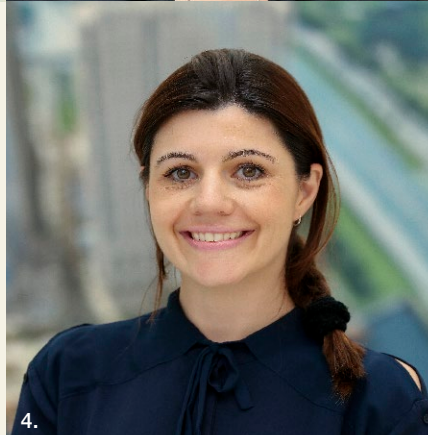


2.



3.

1. A welcome to **Mostapha Sinno**, Officer Manager in the Chairman Office
2. **Chams Rubita Lobo** joins the Group as HR Assistant, Compensation & Benefits
3. **David Emge** joins the Group as General Manager – Real Estate
4. **Margaret Lopes** joins as Personal Assistant at the office of the Vice-Chairman & CEO
5. **Simona Juknevičiute** works with the Real Estate Division as Marketing Manager



4.



5.



WELCOME Little Man!

Inamul Bashir and family welcomed baby boy, Abdul Muiz on 8 June 2017. Inamul reveals, "I was blessed with a baby boy in the holy month of Ramadaan whom we named Abdul Muiz which mean *one who honors others or one who grants honor.*" Congratulations and wishing Abdul Muiz an abundance of health, happiness and prosperity.



Abdul

Habtoorians celebrate October Birthdays!

Al Habtoor Group staff gather at the head office cafeteria to wish a Happy Birthday to 16 members of our staff.



AL HABTOOR CITY



Khalaf Al Habtoor and Franco Dragone addresses the audience before the start of the show



Al Habtoor Group senior management team attend the World Premiere of the region's first permanent aqua-show





Watch the highlights from the event

La Perle welcomes VIP and celebrity guests for its World Premiere

It was a full house with 1,300 international and regional VIP guests who gathered in the new state-of-the-art aqua theatre at Al Habtoor City to celebrate the World Premiere of La Perle by Dragone on Wednesday, 13 September 2017.

"We are delighted to bring permanent theatre to the United Arab Emirates. La

Perle has secured Dubai's position as a world-class entertainment hub," said Khalaf Al Habtoor.

Franco Dragone, Artistic Director of Dragone, added: "I want to provide a little piece of eternity for the region, a place of escape that any culture and ethnicity can understand and enjoy. I was so inspired by Dubai and it is an

honour to introduce that vision to the world."

The glamorous event commenced with the arrival of A-list guests and regional high-profile figures as they walked on La Perle's signature blue carpet and celebrations continued in an exclusive after-party at BOA Lounge & Club inside W Dubai – Al Habtoor City.

AL HABTOOR CITY



Al Habtoor City's Westin hotel crowned Best Hotel Interior Design Dubai

WA International is awarded Best Hotel Interior Design Dubai for The Westin Dubai, Al Habtoor City and is now nominated for the regional International Property Awards 2017, which are to be held in London later this year. Congratulations!



WIN

WESTIN[®]
WORKOUT

a monthly fitness
pass and a personal
training session at the
WestinWORKOUT[®]
Fitness Studio.

Spanning 4,000sqm, the length of the 6th floor of The Westin Dubai, Al Habtoor City, Heavenly Spa by Westin[™] and WestinWORKOUT[®] Fitness Studio, includes saunas, hot tubs, sensory showers, and heated loungers post fitness session for recovery. The unique venue also features high ceilings, natural elements, revealing views of the city skyline and iconic Dubai Downtown area.

To win a monthly fitness pass and a personal training session, correctly answer the below question:

What is the Westin well-being slogan:

- a) Sleep Well; Eat Well; Feel Well; Work Well; Play Well; Move Well
- b) Sleep Well; Feel Well; Work Well; Play Well
- c) Feel Well; Work Well; Play Well; Move Well
- d) Sleep Well; Eat Well; Feel Well



Send your answers to sawalef@habtoor.com. Entries close 28 February 2018.

AL HABTOOR CITY

Get fit at Al Habtoor City

Saturday 4 November 2017



Fun for everyone at the Boot Camp held in the St. Regis Dubai gardens



Get fit at Al Habtoor City

On Saturday 4 November 2017 Al Habtoor City partnered with fitness trainers from Be Strong to organize free work out sessions across all three hotel properties as part of the Dubai Fitness Challenge initiative launched by HH Sheikh Hamdan bin Mohammed Al Maktoum.

Over 100 attendees took part in fun activities, which included a 45-minute boot camp, strength exercise, Ashtanga yoga and street dance.

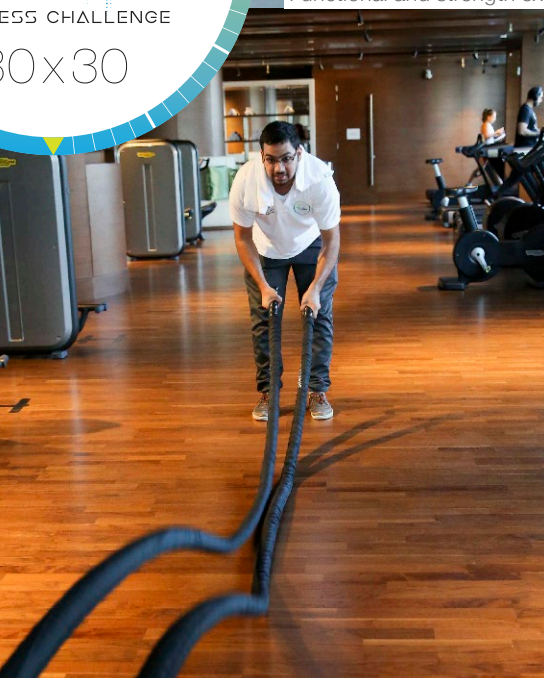




Functional and strength exercise at The Westin Dubai, Al Habtoor City



دبي
UUBAI
ESS CHALLENGE
30x30



Funky, urban, sassy street dance at the W Dubai pool deck



Ashtanga yoga on the Dubai Water Canal

HABTOOR HOSPITALITY



1.(L-R) Frida Audi, Director of Business Development and Fredrik Reinisch, General Manager, Habtoor Grand Resort, Autograph Collection

Habtoor Grand Resort, Autograph Collection named 'Middle East's Leading MICE Resort'

We are excited to announced that the Habtoor Grand Resort, Autograph Collection has scooped the trophy for the 'Middle East's Leading MICE Resort' at the 2017 World Travel

Awards held in October 2017. Voted by travel and tourism professionals and business and leisure travel consumers worldwide, the World Travel Awards serves to

acknowledge, reward and celebrate excellence across all sectors of the global travel and tourism industry. Congratulations to our team at the Habtoor Grand Resort!



FESTIVE CELEBRATIONS
AT THE HABTOOR GRAND RESORT,
AUTOGRAPH COLLECTION

'Tis the season to be jolly!

Discover the spirit of the festive season with family tidings and joyful cheers at our Christmas tree lighting and Ginger bread decorating day.

Let the sleigh bells ring and the choirs sing as we sound the bell on Christmas Eve with a variety of festive dining options.

Feast on a glorious alfresco dining Christmas brunch with surprise visits from Santa Clause, live entertainment and caroling, great kids' activities and Much, much more!

Choose from a variety of festive dining experiences
starting from AED 179 per person

Let It Be Magical!

AN UNFORGETTABLE NEW YEAR'S EVE
AT THE HABTOOR GRAND RESORT,
AUTOGRAPH COLLECTION

**A CARNIVAL EXPERIENCE
EXACTLY LIKE NOTHING ELSE!**

A night to remember awaits you with our mesmerizing Carnival New Year's experience! An extravagant buffet spread with live stations, selected house beverages including cocktails and an unforgettable lineup of great acts and entertainment to be enjoyed by all!

Performances featuring Samba Dancers, Magicians, Belly Dancers, DJ, Live Bands, Fire Show, Tannoura Dancers and fantastic views of the JBR Fireworks.

Time: 19:00 till late
Rate: AED 1250/- per person
Theme: Carnival
Dress Code: Smart casual

For more details and reservations
please call 04 408 4257
or email: hgrs.fbreservation@habtoorhospitality.com

Habtoor Grand Resort, Autograph Collection
Al Falea street , Jumeirah Beach, Dubai, UAE
www.marriott.com/dxbhg

HABTOOR HOSPITALITY





BAMBOO GARDEN BRUNCH

**Enjoy The Splendours Of Our Unique And
Authentic Thai Garden Brunch.**

A spectacular spread of authentic Thai cuisine with live cooking stations,
assorted traditional beverages, live entertainment and
al fresco dining options.

Exciting activities await your kids (bouncing castle, face painter...)
along with special dining arrangements.

Book now and avail our special opening rate of
AED 249 with selected beverages
AED 179 with soft beverages, AED 99 for kids.

An Outdoor Brunch That Offers An Authentic Thai
Experience Exactly Like Nothing Else.

To make a booking or inquiry, please call +971 4 408 4257
or email hgrs.fbreservation@habtoorhospitality.com

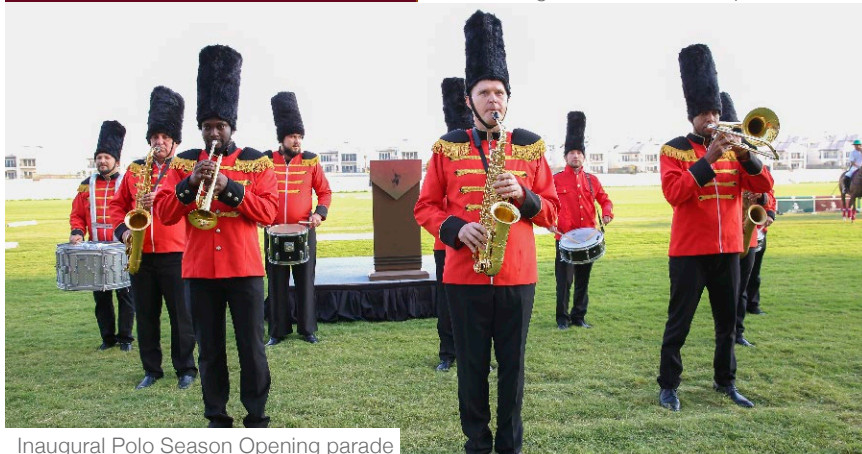
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AL HABTOOR POLO RESORT & CLUB



The St. Regis Dubai, the centerpiece of the resort, is surrounded by lush greenery and three world-class



Inaugural Polo Season Opening parade



Al Habtoor Group senior management team and staff



Khalaf Al Habtoor gives opening address

Inaugural polo season opening

Hundreds of guests joined the Al Habtoor Group Chairman at the Inaugural Polo Season Opening at the official launch of the Al Habtoor Polo Resort & Club on Thursday 28 September 2017.

Hosted at The St. Regis Dubai, Al Habtoor Polo Resort & Club, a marching band opened the event

with the UAE National Anthem, after which there was an equestrian show to demonstrate the varied skills offered by the Polo Academy and Riding School.

Guests were treated to a polo and showjumping demonstration as well as a dressage session.

In addition to a 136-key luxury

Andalusian-style hotel, the Al Habtoor Polo Resort & Club features 120 luxury villas, 25 St. Regis-branded villas, 516 stables, a polo academy and riding school offering riding lessons for adults and children from new riders to experienced equestrians.

For more information visit
www.alhabtoorpoloresortandclub.com



s polo field



A royal visit from HRH Princess Haya bint Al Hussein visits



Sanjeev Agarwala with the Media & Communications team



Many guests came dressed for the occasion

The St. Regis Dubai, Al Habtoor Polo Resort & Club

The Hotel

5-star

Brand's first-ever equestrian inspired resort worldwide

Located in
Dubailand

151 guest rooms
30 suites
25 St. Regis branded villas

Andalusian-style

Outdoor
Swimming Pool

The Arena Clubhouse

Dining

The Grill Pit
Argentinian

Andalucia
Mediterranean

Taperia
Tapas & Spanish cuisine

Equestrian Lounge
St. Regis Afternoon Tea

The St. Regis Polo Bar
Cigar Lounge

Oasis Poolside restaurant arabic

Lounge in the evening

Equine Library with
Snooker table

Event Space

Banquet Spaces Indoor & outdoor options

Boardrooms

Terraces

Ballroom

Spa & Fitness

Iridium Spa

24-hour
fitness facility

AL HABTOOR POLO RESORT & CLUB



The Iridium Spa: The ultimate St. Regis Experience

The Iridium Spa at the Al Habtoor Polo Resort and Club is the ultimate St. Regis experience!

The Iridium Spa has a total of six treatment rooms (three male and three female), separate female and male wet areas that include steam room, sauna, ice fountain and rain shower experience. The transformative journey focuses on bestowing the rarest luxury of all time.

Open daily 9am - 9pm

Call for bookings: +971 (4) 435 4440

e-mail: iridiumspa.polo@stregis.com



and the
WINNER

is...



*Congratulations to our Iridium Spa Gift
Voucher Competition Winner!*

*Jonathan Juan – IT
gets to enjoy a 60-minute Bespoke Massage at the Iridium Spa,
St. Regis Dubai, Al Habtoor City.*

*Flip to page 17 to for your chance to win a monthly pass and a personal training session at the
WestinWORKOUT® Fitness Studio, The Westin Dubai, Al Habtoor City.*

AL HABTOOR MOTORS



1. The all new Mitsubishi Eclipse Cross. 2. The Dubai International Motor Show featured more than 150 automotive manufacturers

Mitsubishi at the Dubai International Motor Show

Al Habtoor Motors launches Mitsubishi's new brilliantly designed compact SUV crossover at the largest Motor Show in the region

Al Habtoor Motors, Mitsubishi's official distributor in the UAE unveiled the much-awaited compact crossover, the Mitsubishi Eclipse Cross during this year's Dubai International Motor Show, which took place from 14-18 November 2017. The five-day event was attended by over 108,000 visitors from over 77 countries.

Located in Hall No. 3, Al Habtoor Motors' Stand No. 300 attracted the attention of motoring fans with Mitsubishi's new debut. Dynamic, innovative and distinctive, the all new Mitsubishi Eclipse Cross is a fusion

of sharp coupe looks and dynamic SUV mobility with signature Mitsubishi styling and performance.

Boasting a S-AWC (Super All Wheel Control) system and high rigid body, the new compact SUV is built for rough roads and other challenging conditions while letting drivers stay in confident control with agility and quick response. The Eclipse Cross promises a new realm of driving pleasure and will be available in the UAE from the beginning of 2018.

Geoff Dowding, Chief Operating

Officer, Al Habtoor Motors said, "With the launch of the all-new Mitsubishi Eclipse Cross we will be offering our customers in the UAE a new compact SUV in our lineup. After the successful debut at the Geneva International Motor Show 2017, the new Eclipse Cross made its first appearance in the Middle East at the Dubai International Motor Show 2017. We are not only thrilled to bring the new vehicle to the market, but also were equally eager to meet the motoring aficionados, got direct feedback on the other Mitsubishi models and explored the new growth opportunities at this year's event."



Bentley Emirates makes its debut at Art of Dining, Dubai Edition

Introducing the new Bentley Continental GT: the definitive Grand Tourer

The new Continental GT accelerates to 100 km/h in 3.7 seconds!

Al Habtoor Motors officially launched the New Bentley Continental GT, first time in the GCC, at The Westin Dubai - Al Habtoor City Al Joud Ballroom. The 3rd Generation Continental GT made its global debut at the IAA Frankfurt Motor Show earlier in September 2017.

"In 2004 we opened our first stand-alone showroom in Deira, just in time for the arrival of the first generation Continental GT with 1 sales person. In 2011, we welcomed the 2nd Generation with success

and followed by the introduction of the V8 engine in 2013 which led us to become the largest retailer in the world and I am proud to say that we still hold that position today" said Joe Rogan, Director of Prestige Division - Al Habtoor Motors.

Designed, engineered and handcrafted in Britain, the new Continental GT combines spirited, focused performance with handcrafted luxury and cutting-edge technology, to create the finest Grand Tourer ever produced.

Bentley Emirates took part in this year's Art of Dining, Dubai Edition by Architectural Digest Middle East held at One & Only Royal Mirage on 25 October 2017.

Nine of the region's top designers and architects created spectacular Bentley-inspired table settings designed by Ahmed Bukhash, Chief Architect & Founder of Archidentity. After thorough research about the brand along with his passion, and attention to details, the Bentley table for that evening undeniably illustrated luxury.

The evening gathered the city's elite, who dined in a fantastic setting made up of wildly varying concepts, including an imaginary garden, and even cloud nine, proving that dining truly is an art when imagined through the eyes of architects and interior designers.

AL HABTOOR MOTORS



1.



2.



3.

1. Hand-crafted by Bentley's coachbuilding and personal commissioning division, Mulliner 2. Stunning cabin inspired by luxurious, high-performance power boats 3. Highly exclusive series of just 19 cars will be hand-built in Crewe, UK.

Bentley Grand Convertible By Mulliner:

The Ultimate Luxury Statement

Bentley Emirates proudly showcased its highly exclusive coach-built model, the Grand Convertible by Mulliner, at a private customer event at Bentley Emirates, Dubai on 15 November 2017.

With just 19 pieces of this luxurious open-top Grand Tourer available to order from Bentley's coachbuilding and personal commissioning division, Mulliner's, its collectability and rarity are guaranteed.

Breathtaking yet understated, and fashioned entirely by hand from the finest materials, this elegant convertible represents the ultimate in powerful, sensuous open-top motoring.

Stefan Sielaff, Director of Bentley Design and Mulliner, said: "The Grand Convertible by Mulliner will appeal to automotive connoisseurs seeking the ultimate in prestige and exclusivity.

"I want to explore more one-off vehicles and limited runs like this where the only limitation is the imagination of the customer. Design and personal commissioning will go hand-in-hand and when that is the case, extraordinary things happen."

The inspiration for the number of Grand Convertibles to be built - just 19 - celebrates the year that Bentley was founded, 1919.



UAE debut for a unique satin black and gold MSO bespoke McLaren 720S

A unique McLaren 720S was unveiled on the McLaren stand at the 2017 Dubai International Motor Show.

Created as an MSO Bespoke commission, the service from McLaren Special Operations that allows almost limitless enhancement and personalisation of McLaren cars, the 720S makes its debut at the Dubai International Motor Show in Zenith Black paint with a satin

finish. Gold-coloured alloy wheels, a 24-carat gold engine heatshield and gold-coloured interior components complement the exterior colour.

A plaque inside the car identifies it as a '1 of 1' MSO commission, a fact also communicated by the

unique rear wing that bears part of a famous quote by McLaren founder, Bruce McLaren: 'Life is measured in achievement, not in years alone', is painted across the upper surface of the wing in gold Arabic lettering, stylised to echo the Dubai city skyline.

Chery UAE launch the all-new Tiggo 7 in the UAE



Building on the success of the highly popular Chery Tiggo 5, UAE's trend-setting SUV, Al Habtoor Motors - Chery UAE brings in the next generation stylish Tiggo 7, packed with several new features.

Geoff Dowding, Chief Operating Officer, Al Habtoor Motors highlights, "Innovation has been the hallmark of the success of Chery worldwide. The designs are influenced by Chery's profound understanding of consumer preferences, cultural backgrounds and market trends. This level of in-depth understanding and innovative thinking will definitely give the all-new Tiggo 7 a decisive edge. Going by the success of Tiggo 5, we are sure to recreate the magic at a larger scale."

Aimed at the young and fashionable, Tiggo 7 sports a futuristic and forward-looking design. Its sporty H.D.S hydrodynamic body is inspired by hydropower with water stream body lines that capture the momentum to move forward. Moving to the inside, the new SUV features a rich dual colour interior trim with a stylish wing-shaped centre console dashboard which conveys a sense of power.

EMIRATES INTERNATIONAL SCHOOLS



EIS - Meadows ranked highest-achieving MYP and DP school in Dubai

We proudly share that students at EIS-Meadows have achieved best academic results to date. The Meadows campus, which only just launched the MYP programme in the 2016/2017 academic year, outperformed all other schools in Dubai who offer the MYP and DP programmes.

EIS-Meadows saw 100 per cent of the Year 11 cohort enter for the external assessments. Ninety-four per cent of those students were awarded the full MYP certificate. The highest

performers were Luca Simic, age 16, from Croatia, and Aneeha Bajpai, age 15, from India who achieved 54 points out of the maximum score of 56 points.

A further 17 per cent of the cohort achieved 50 points and above bringing the average score at EIS-Meadows to 42.8, well above the world average of 35.8. The school also saw 153 Level 7's being awarded to students across a range of subjects the school offers.

EIS-Meadows was above the world

average in 18 out of the 20 subjects students were entered for.

The Middle Years Program (MYP) is a challenging framework that encourages students to make practical connections between their studies and the real world.

It is also worth noting that EIS-Meadows also achieved outstanding International Baccalaureate (IB) results in Dubai in the 2016/2017 academic year reflecting the school's best performance to date.



Saddiqa Juma, one of the world's most celebrated Contemporary and Fine Islamic Artists

EIS hosts award-winning British Contemporary Artist Saddiqa Juma

Emirates International School welcomed award-winning British Contemporary & Fine Islamic Artist, Publisher and Graphic Designer Siddiqa Juma on Thursday 16 November 2017.

The gathering, which was held at the EIS-Jumeirah High School Theatre saw more than 200 students and VIP guests witness the unveiling of several unique art pieces.

Primary School Principal Barbara Exley and Jennifer McGirr, Visual Art Coordinator spoke about the importance of celebrating cultural heritage and contemporary Islamic art as well as giving them a voice and a platform to reach international

audiences in their opening remarks. "Our Year 6 pupils have been learning about Rights and Responsibilities. To create interdisciplinary links within their learning, we connected that topic to our learning in art class. We explored artists who use their artwork to promote positive social themes and convey a message. Siddiqa Juma's artwork centers on themes of Unity and Diversity, these are important values for our school. Year 6 were keen to promote the fact that we are all different and unique yet united as pupils of the school and citizens of Dubai."

Juma's paintings remained on display at EIS from 19-23 November.

**Mother
Baby &
Child**

AWARDS 2017

★ SILVER WINNER ★

SECONDARY SCHOOL OF THE YEAR


Emirates International School - Jumeirah has been voted 2nd 'Secondary School of the Year 2017' by the parents from across the emirate at the Mother Baby & Child Awards 2017, organised by the CPI Media Group. Congratulations EIS-Jumeirah this is an amazing achievement!

EISJ MUN '17



SUSTAINABLE DEVELOPMENT

The Building Blocks of the Future

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Students at EIS-Jumeirah address sustainable development at annual conference

AI Habtoor Group proudly sponsors student Model United Nations conference for the second year.

Following the success of the inaugural EISJ MUN in 2016, over 450 student delegates registered and participated in this year's event, which took place at the EIS-J High School campus from 15-18 November 2017. The overarching theme of this year's MUN conference was 'Sustainable Development', supported by 17 UN Sustainable Development Goals. Debate topics included gender equality, poverty alleviation, food security, clean water, education and biodiversity. Model United Nations (MUN) allows students across the world to simulate debates on topics related to current affairs that are being discussed by members of the United Nations. MUN aims to make our youth and our future leaders more aware of the political, economic, environmental and social challenges of developed and developing nations and urges them to effectively think of solutions.



FEATURE

VAT

What does it mean for you?

Here are some of the most commonly asked questions...

What is VAT?

VAT is a tax on the consumption of goods and services levied at the point of sale and has been set at 5 per cent across GCC countries. This rate is among the lowest in the world, with some countries charging VAT of more than 20 per cent.

Where can I read more about it?

The official title is Federal Decree-Law No. (8) of 2017, on Value Added Tax. An English version is available on the UAE Federal Tax authority website (<https://www.tax.gov.ae>).

VAT puts a standard rate of tax (5%) on goods and services – why is it complex?

Several reasons:

- 1) Not everything will be taxed.
- 2) There are new legal concepts (and a bit of jargon) to understand.
- 3) Some things – like the place of supply of electronic services – can be quite difficult to define.
- 4) The GCC is a customs union – so, implementing national VAT laws and

keeping the benefits of a transnational economic bloc may be a challenge.

- 5) Some GCC states (like the UAE) are further ahead than others, so all GCC states may not implement VAT on January 1, 2018.

Why isn't everything taxed?

- 1) Some goods and services (for example education and healthcare) provide social benefits, so the government doesn't want to make them more costly than necessary.
- 2) A few things like "bare" land cannot be consumed (and VAT is a tax on consumption).
- 3) Some things (for example some financial services) are too difficult to tax.
- 4) Various goods and services are not taxed because they are exempt; others are not (in effect) taxed because the tax is 0% (zero-rated supplies). All such supplies are VAT-free to the consumer, but whether the supply is exempt or zero-rated will make a big difference to the taxable entity making the supply.



5) Water and electricity will be treated as supplied goods, and therefore subject to a 5 per cent value-added tax (VAT).

Are prices VAT-inclusive or not?

“Advertised” prices must include VAT. That means shop prices will be VAT-inclusive, providing clarity and certainty for the consumer – there won’t be an extra 5% added to the sticker price at the cashier. Other instances, where the price might

not include the tax (for example to wholesalers), will be explained in the Executive Regulation.

Will tourists be able to reclaim VAT?

The VAT Law says that the Executive Regulation may contain conditions for the return of tax paid by a non-resident for goods supplied in the UAE that will be exported. So, the answer is “quite possibly”.

What should businesses be aware of now?

Businesses should be familiarising themselves with what the VAT Law says, and how it will apply to their business. Given that the start date for VAT is January 1, 2018, businesses should look, in particular, at the Transitional Rules (Article 80).

Source: The National



Do you have any questions related to VAT?

For more information contact your business unit Finance Manager or Medhat Moheb, Manager Internal Audit & Controls (medhat@habtoor.com) at the AHG head office.

MEET THE FINANCE DEPARTMENT

Introducing the team working hard to ensure the smooth financial operations and processes across the Al Habtoor Group portfolio....
Introducing the head office Finance Department!

How do you motivate your team?

Arun Krishnan
Chief Financial
Officer

Motivation of the Finance team in any organisation is always a challenge given the intangible nature of contribution and end results, which is not measurable easily.



In the AHG Finance department it is team work and open healthy dialogue that makes any challenging task very easy to execute. The entire process from planning, strategizing, execution and always being ready for any surprises are very meticulously charted and discussed with participation from every single team member. All ideas, suggestions and thinking out of the box are evaluated and considered and this gives a feeling of oneness and family within the Habtoor finance team. We carefully evaluate the qualifications, experience, strengths and weakness of every team member and then allocate responsibilities to optimise our resources. Professional and structured training is imparted to all the staff members to derive the best from each and every employee.

Motivation is further enhanced by appreciating the special efforts and attitude of employees who have excelled and at the same time no employee is felt left out because

we encourage all with a kind word of appreciation and taking care through periodic evaluations and employee compensation and reward schemes.

Chin Poh Kueh
Director of
Finance

As the management team, we always involve the relevant staff in each project that we undertake, while setting up our action plan before implementation.



Empowering employees and asking for their input in their areas of expertise and putting them in charge is key.

We are also involved in coaching and guiding them in a more professional way of doing the job i.e. moving from basic accounting tasks to a more analytical role. I try to always explain why we do things this way rather than the other way so that our staff keeps learning new skills. It is also important never to hesitate to give a compliment to staff when a job is done well.



Premjith M P
Management Accountant

I'm a Habtoorian since January 1993.
My hobbies include bike riding.



Muhammad Shahbaz Khan
Accounts Executive

I'm a Habtoorian since June 2017.
My hidden talent is that I'm very good soccer player.



Mariam Safa
Accountant

I'm a Habtoorian since April 2013. My hobbies include photography. I love capturing spontaneous moments!



Teresa Panganiban
Secretary

I'm a Habtoorian since February 1995. My Hobbies include baking and dancing.



Adma Barbour
Accountant

I'm a Habtoorian since May 2016. My hidden talent is playing the violin. My hobbies include sports and reading.



Gemma E. Gamboa
Accountant

I'm a Habtoorian since September 2016. My hidden talent is dancing.



Murtuza F Dilawar
Senior Finance Manager

I'm a Habtoorian since August 2008. My hidden talent is financial/tax planning. My hobbies are reading management books, playing brain/mind games and leisure trips.



Ibrahim ElGhawabi
Finance Assistant Manager

I'm a Habtoorian since December 2007. My hobbies include programming.



Tushar Mirani
Accounts Executive

I'm a Habtoorian since March 2015. My hobbies include music and cricket.



Srikanth HC
Finance Manager

I'm a Habtoorian since September 2017. My hobbies include cooking, Yoga and 'Do it Yourself' projects.



Mohammed Irfan
Asst. Accountant

I'm a Habtoorian since May 2017. My favorite hobbies are making short videos and photography.



Honey Khandelwal
ERP-Finance Executive

I'm a Habtoorian since January 2017. My hobbies include watching political debates and discussions.

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AED 999

Mitsubishi Lancer EX 1.6L
AED 1,225

Mitsubishi Outlander 2.4L
AED 2,080

Mitsubishi Pajero 3.5L L/L LWB
AED 2,550

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