



## AVAYA APPOINTS NIDAL ABOU-LTAIF TO LEAD EUROPE, MEA AND ASIA-PACIFIC

**DUBAI:** Avaya, a global leader in business communications software, systems and services, has appointed Nidal Abou-Ltaif as president for Europe, Middle East & Africa (MEA), and Asia-Pacific (APAC). Abou-Ltaif will drive Avaya's 'customer-first' solution innovation ethos and outcome-based approach, and help customers achieve their digital transformation goals.

Since joining Avaya in 2003 as the regional sales leader for the Middle East, Nidal has been instrumental in expanding the company's presence in the rapidly expanding MEA region and beyond. He has helped drive new, innovative communications technologies and programs that transform businesses and organizations through advanced Team Engagement and Customer Engagement solutions. Throughout his career at Avaya he has consistently led teams that deliver outstanding outcomes.

In early 2014, Nidal was selected to lead Avaya's Global Growth Markets sales theater, including MEA, Turkey, Russia & CIS, India and SAARC, and Greater China. Under his leadership the Global Growth Market region (Middle East, Africa, Russia, India and China) was the fastest-growing within Avaya in FY2014, leading the company's networking business growth globally and achieving impressive performance in the mid-market with Avaya's iConnect channel engagement program.

Avaya's focus on Engagement Solutions is enabling deep and broad connections between stakeholders of businesses throughout this broad geography that lead to better business outcomes.

Pierre-Paul Allard, senior vice President, Worldwide Sales and president, Global Field Operations, Avaya: "Nidal has a significant history of success, a recognized people focus, a fierce passion for winning, and a track-record in helping governments and businesses use technology to make a real difference in people's lives. In this new role, his expertise and experience will prove invaluable in a market environment where change is the only constant. Together with his strong regional leadership team, he has built an impressive culture of engagement, inclusive of customers, partners and employees. His personal, high-touch interactions with customers create excellent business value, which in turn drives strong market demand for Avaya."



Baris Dumankaya

## BARIS DUMANKAYA: OUR PERFORMANCE IN CITYSCAPE IMPROVES EVERY YEAR

**KUWAIT:** Dumankaya Insaat, an established real estate company in Turkey, has showcased its projects at Dubai Cityscape trade show, which offers significant opportunities for global and regional real estate investors. The show, organized on September 8-10 in Dubai, UAE, is considered one of the biggest real estate exhibitions in the world. Dumankaya occupied one of the L booths in the show, promoting Dumankaya Miks, hi-Fit, Dumankaya Horizon, Flex Office Bahcesehir, Ritim Istanbul and Dumankaya Mozaik projects.

At the booth, Dumankaya has displayed Dumankaya Miks and Dumankaya Horizon projects as well as a model of Ritim Istanbul, the land for which has been purchased in 2015 as part of the cooperation agreement signed with Al-Mazaya, one of the biggest real estate developers in the Middle East.

Dumankaya joined the show with a team of twelve representatives including those of Marketing, Corporate Communications and Strategy departments, as well as Baris Dumankaya, Dumankaya Insaat Vice Chairman, and Ayla Dumankaya, member of the Dumankaya Board of Directors. Dumankaya's booth was one of the most attractive spots throughout the three-day show, visited by approximately 2000 visitors from the Middle East and Gulf region.

"Contacts we made in the show will bring investment to Istanbul and Dumankaya"

Giving updates on Dumankaya's participation in Cityscape Dubai trade show and projects, Baris Dumankaya said that Dumankaya Insaat, the most popular real estate company with its vision of constant development and change, has attracted a great deal of attention at this year's trade show as well. Dumankaya continued as follows: "We highly value exhibitions that bring together real estate investors, developers, architects and other stakeholders from across the world, as they provide us a platform to promote our brand and projects. We went to Dubai to present our projects with high ROI as well as the centers of attraction we created, and to promote Istanbul as a global capital, which is a well-deserved place for the city. The feedback from the investors in Cityscape trade show was highly satisfactory."

# ZAIN CROWNED 'BEST TELECOM BRAND' AT TELECOM WORLD MIDEAST AWARDS 2015

## ZAIN'S OPERATION IN JORDAN ALSO RECEIVES TWO NOTEWORTHY AWARDS

**DUBAI/KUWAIT:** Zain Group, a leading innovator of mobile telecoms in eight markets across the Middle East and Africa region, is proud to announce that its brand has been identified as the telecom 'Best Brand' for 2015 at the prestigious Telecoms World Middle East Awards held at a gala event in Dubai this week. Additionally, Zain's market leading operation in Jordan was awarded two accolades as the 'Best Operator Network' for its recent rollout of 4G LTE in the Kingdom and 'Best Customer Experience' service.

Impressively, for a second consecutive year the honor of the 'Best Brand' was bestowed on Zain Group by a panel of judges assembled by Terrapinn, the organizers of the annual Telecoms World Middle East Conference and Awards. The awards recognize outstanding performance in 10 key areas throughout the Middle East telecommunications industry and place a spotlight on key players that have contributed to making the sector one of the most dynamic and vibrant in the world.

Zain Group CEO Scott Gegenheimer was the keynote speaker at the event where he elaborated on Zain's strategy for delivering a digital lifestyle to its customers.

Zain has been a recipient of the 'Best Brand' award on numerous occasions since the introduction of its inspiring brand in 2007. This year's success has been driven by the tangible developments occurring at the company, where heavy investment in network and upgrades, and technology innovation is positively impacting customer mobile experience. Additionally, Zain's Corporate Sustainability programs and eye-catching marketing campaigns have captured the attention of the whole region, reflecting the company's aspirations.

Commenting on the award of the latest accolade, Zain Group CEO Scott Gegenheimer said, "We would like to express our gratitude to the judges for their belief in and support of the Zain brand. To us, our brand is a living, breathing entity that needs to be nurtured and preserved, and we are always appreciative when we receive positive confirmation from our industry on the work we are doing."

Gegenheimer continued, "Our brand represents a promise



is that we are offering the best solutions to our customers and are looking to deal with all of our various stakeholders in a professional and highly effective manner. Being recognized as the 'Best Brand' drives us to re-commit to our brand promises and look to continue to foster a 'Wonderful World'."

In May, Zain operations in Kuwait, Bahrain, Jordan, and its managed operation in Lebanon, scooped three major innovation prizes at the well-respected 2015 Global Telecoms Business (GTB) Innovation Awards held in London. In 2014, Zain's flagship operation in Kuwait was

recognized as the 'Best Telecom Operator for 2014' from industry journal CommsMEA and business weekly Arabian Business, while Zain Iraq was awarded the 'Telecom Operator of the Year' distinction at the 2013 Arabian Business Achievement Awards and at the 2013 CommsMEA Awards.

These awards highlight the scope of success Zain Group operations continue to generate, as they follow a strategy to deliver a swag of digital lifestyle products and services to their customers, while helping uplift communities and economic development across the region.

## WARBA BANK RECEIVES BAA2 RATING WITH A STABLE OUTLOOK

**KUWAIT:** 'Warba Bank' announced receiving first credit rating from international rating agencies since its inception. Moody's, the global rating agency, has awarded Warba Bank a rating of "Baa2 / Prim-2" for deposits in local and foreign currencies with a stable outlook. In this regard, Jassar Al-Jassar, Vice Chairman & Chief Executive Officer, said: "We are proud to be awarded this rating as the Bank's first credit rating despite the few years of the Bank's operation in Kuwaiti market since incorporation, not exceeding four years, and under turbulent local, regional and global economic conditions. The insistence of the Board of Directors and Executive Management to strengthen the Bank's position and its competitiveness in the market in a short period as well as the implementation of a balanced and ambitious strategy have had the greatest effect in obtaining this rating from a prestigious global rating agency such as 'Moody's' which reflects the Bank's promising future."

Jassar Al-Jassar added that the rating awarded by the Agency is based on several positive key factors, including the high quality assets of the financing and investing portfolio and the low ratio of the non-performing financing transactions NPL. The ratio of the non-performing assets is one of the lowest among local and regional banking sector if not the least.

In addition, one of the positive factors on which the assessment has been made is the Bank's high capitalization levels, in terms of capital adequacy ratio, which stood at 26.37 percent as on June 30, 2015, allowing the Bank to continue growth and expansion operations in the short to medium term.

In addition, adequate and sufficient liquidity level, maintained and controlled by the Bank in a balanced way, is considered one of the positive factors that have contributed to obtaining this rating. The assessment report pointed out that the growth rate in Bank's revenues despite the losses incurred in previous years due to increases of necessary costs for incorporation and establishment contributed to the Bank's award of a stable outlook, in addition to the possibility of changing the rating up given the Bank's conversion to profitability and coverage of the accumulated losses.

### Strategy

Jassar said: "The Bank continues to achieve growth and expansion rate through the implementation of the approved strategy that makes balance between increasing the Bank's market share, customer base, diversity and providing excellent and innovative products and services on the one hand, and achieving profitability rates and raising the operating efficiency on the other hand. It should be noted that the Bank's award of Baa2 rating, at that time witnessing many political, economic, regional and global turbulence that drives international rating agencies to make further reservation in granting assessments due to blurred vision of future macro-economy, is considered a Certificate of Excellence to the Bank. This provides shareholders and customers with confidence with regard to the Bank's promising future. The rating is also regarded as a success fruit of the great efforts exerted in the Bank's incorporation and operation then placing it on the competition map with prominent presence in the Kuwaiti market and global markets alike. It is worth mentioning that the rating given to Warba Bank as the first assessment in its short age of operation (Baa2) is an excellent indicator of Warba's robust start and future competitiveness compared to competitive banks when they were first assessed."

Jassar pointed to the optimistic expectations with regard to the Bank's performance and results in the coming period as a result of the great efforts that were and are still made by the Executive Management as well as all the Bank's employees. The Bank witnesses great success in areas of corporate finance, which has been recently crowned by the accomplishment of a huge deal and arranging of a subordinated financing transaction to a Kuwaiti group companies listed in Kuwait Stock Exchange at an amount of KD 105 million with the contribution of many local and regional banks. This matter reflects the confidence of the financial institutions, banks and investors, whether Kuwaiti, Gulf, or foreign institutions in Warba Bank's ability to lead such large deals. On the other hand, the Bank also witnesses expansion in terms of the banking services to individuals through the introduction of new products and services by various sales channels. The bank pays great attention to the development of online customer services through the website or call center to keep pace with the latest technological developments and provides customers with the opportunity to communicate with the Bank with the most convenient and fastest way to continue the expansion policy of the branches network to cover most areas of Kuwait.



## QATAR AIRWAYS CONTINUES EXPANSION ACROSS EUROPE

**DOHA:** Qatar Airways is continuing its rapid growth and responding to increasing demand within Europe with a substantial increase in flight frequencies to Stockholm in Sweden, Copenhagen in Denmark and Brussels in Belgium.

From 1 December 2015, flights from Doha to Stockholm, Sweden, will expand from a 10-times weekly service to 13 flights per week, a capacity increase of 30 per cent on the route. The increase is seasonal and valid until 25 March 2016. A double-daily service will be operated every day except Wednesday by a Boeing 787 Dreamliner, offering customers 254 seats across its Business and Economy Classes. With the launch of these additional frequencies, customers from the Middle East, Asia Pacific and Africa in particular will benefit from improved connectivity to the Swedish capital via Qatar Airways' Doha hub.

Qatar Airways' flight network to Scandinavia will be further enhanced with the expansion of flights to Copenhagen from 2 December 2015. The airline will increase frequencies from an 11-times weekly service to double daily flights, representing an increase of almost 30 per cent in additional seats to Copenhagen every week. All flights will be operated by a Boeing 787 Dreamliner and customers flying from the Middle East, Asia-Pacific and Africa can look forward to even smoother connections via the state-of-the-art Hamad International Airport.

On 4 December 2015, five years after the introduction of the route, flights from Doha to Brussels will also be

increased from seven to eight times weekly representing a 14 per cent increase in capacity on this route and enhanced connectivity for both leisure and corporate customers, particularly from the Middle East and the Indian Sub-Continent.

Qatar Airways Group Chief Executive, Akbar Al-Baker, said: "We are delighted to offer our customers wishing to travel to and from Sweden, Denmark and Belgium an even greater choice of connection opportunities and this further network expansion is evidence of the growing demand on these routes. Qatar Airways continues to expand rapidly, not only in terms of our global network but also in terms of the service we offer our customers. Complementing our five-star service in the skies on board one of the youngest fleets in the industry are our transfer facilities at the state-of-the-art Hamad International Airport in Doha."

Qatar Airways has seen rapid growth in just 18 years of operation and today flies a modern fleet of 166 aircraft to 152 key business and leisure destinations across Europe, the Middle East, Africa, Asia-Pacific, North America and South America. At this year's Skytrax Awards, the airline won Airline of the Year, Best Business Class Airline Seat and Best Airline in the Middle East.

Customers flying Qatar Airways can also enjoy the newly launched in-flight entertainment system, Oryx One, with up to 2,000 movies, TV shows and entertainment options available to view on board.

