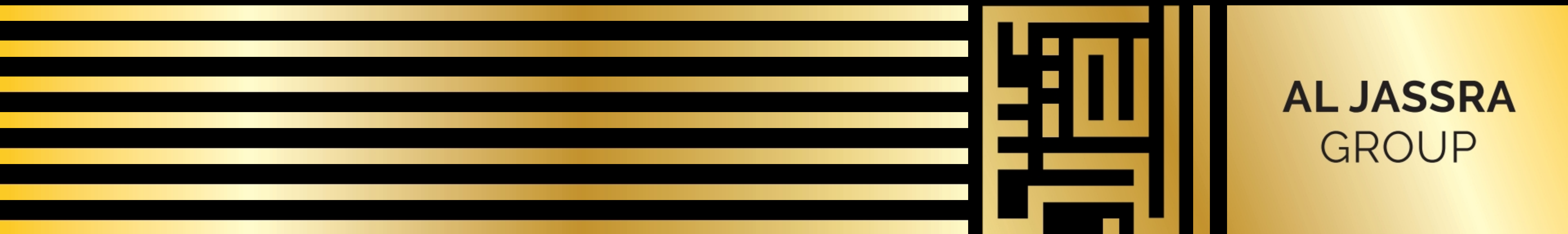




**AL JASSRA**  
GROUP

# Al Jassra Group

Pioneers in Services & Diversification



# Introduction

Al Jassra Group (Al Jassra) was formed in 2016 with a vision and mission to become a fully integrated facilities management and Security Specialist in Qatar and The UK including expansion via diversification.

Al Jassra endeavor's to become a collective group of national and international service companies, providing quality total facilities management (TFM) and Security Services under one umbrella via MSA's, TSA's, MoU's, local SPV's, Regional and International Joint Venture Partnerships.

Al Jassra itself specializes in hard services, security services, energy management, commissioning, specialist engineering, facilities management, design and fit out services, as well as turnkey property management and maintenance solutions delivered through its own 100% locally owned service brands.

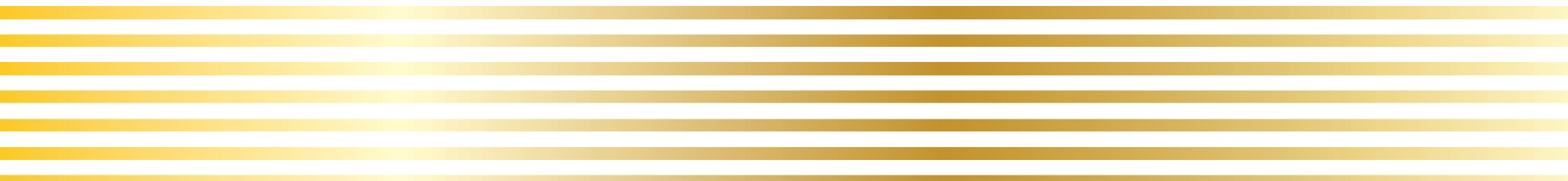
Moreover Al Jassra has a corporate service company which partners, supports, incubates, integrates and develops international partnerships within the Qatar market through a unique cost effective partnership approach.

Headquartered in Qatar with a newly established UK office, Al Jassra has rich experience in bringing together global brands to deliver Cohesive Facilities Management, Total Security Solutions and soliciting international diversified partnerships. Al Jassra currently operates in the following sectors:

- Government Facilities
- Healthcare Facilities
- Education Facilities
- Defense Estates
- Palaces and VIP Residences
- Airports & Maritime Facilities
- National Infrastructure

Collectively Al Jassra Group has over 2,000 employees with consolidated revenues exceeding \$250 Million USD.

Al Jassra Sister Group is The REDCO Al Mana Group of Companies. A Locally owned Construction Services and Products Related Group with over 7,500 staff and Over \$1 Billion USD Revenue in Qatar in 2017.



# Our Company History

“A Local Success Story”

## FAMILY ORIGINS

### 1900's

The Al Mana family, from the Bani Tamim tribe of Saudi Arabia, are among Qatar's oldest business families and they hold numerous board positions across many thriving organizations in Qatar. The family collectively founded some of Qatar's biggest companies to date where they traded successfully from the 50's and 60's through to modern day.

REDCO Construction Al Mana was formed in 1998 by Abdullah Saleh and Abdullah Khalid Al Mana and is today one of the largest and most successful companies in Qatar. The family have also consistently held key diplomatic positions – Qatar's first ambassador to the United States was Abdullah Saleh Al Mana who is also one of the Group's founders and current Chairman.

The Al Mana family were raised in The Al Jassra area of Qatar which is now The famous Souk Waqif. The family where predominantly pearl traders and land owners were the original Al Mana Majilis is to this day preserved and protected.

## REDCO AL MANA

### 1998

REDCO was formed in 1998 as an original pioneer within the Qatari Construction Market, by delivering fast track projects with a continuous dedication to our main principles: Of *“providing high quality construction that conserve the environment whilst adopting solid human ethics to protect the health and safety of its employees”*.

Since inception REDCO has grown into a local conglomerate with hundreds of successful major projects completed under The leadership and direction of:  
Faisal Abdulla Khalid Al Mana  
Hamad Abdulla Saleh Al Mana  
Monijd Abdel Majeed  
REDCO has positioned itself with a solid back order and many years of forecasted growth.

It is by far the most successful local construction contractor across Qatar.

## THE MAINTAINERS

### 2007

The Maintainers (MFS) was formed in 2007 under the vision of Faisal Abdulla Khalid Al Mana to: *“become the pioneer of residential maintenance contracting in Qatar”*, a gap which was prevalent at the time. From inception MFS was awarded many Hard Service contracts across the growing residential compounds in Qatar where it established a “Quality & Efficient Brand”

In 2010 John Kelley-Quinn was appointed as The new CEO and Partner who added to the vision of becoming the national leading facilities management and hard service contractor in Qatar. Since being appointed MFS have had huge growth in the areas of:  
Cultural Facilities of Prominence.  
VIP Residences & Palaces.  
Residential Compounds & Towers.  
Government Facilities.  
Total Car Park Management.  
And the leading contractor for Healthcare Facilities Management in Qatar.  
MFS are fast becoming the most prestigious hard service contractor and a household name across Qatar.

## AL JASSRA GROUP

### 2016

Al Jassra Group (AG) was formed in 2016 with a vision and mission to become a fully integrated facilities management and security specialist in Qatar and The UK.

Today Al Jassra Integrated Services, Al Jassra Corporate Services and Al Jassra Security Services are associated with the new Group Brand. Bluu Qatar also compliments the brand in being the No.1 interior design and fit out contractors across Qatar and the wider region.

Currently AG is soliciting partners to undertake various Total FM service and security solutions under The Group Umbrella in areas of:

Cyber & Digital Security  
Physical Security  
Security Training  
Soft Services

Diversified Offerings & Partnerships  
As well as other specialized services to support and add value to the unique vision of The Group.



AL JASSRA  
GROUP

# Meet Our Team

“With Leadership, Vision & Pride”



**Abdullah Saleh Almana**

GROUP FOUNDER/OWNER  
GROUP CHAIRMAN



**Abdullah Khalid Almana**

GROUP FOUNDER/OWNER



**Faisal Abdullah Khalid Almana**

GROUP VICE CHAIRMAN



**Hamad Abdullah Saleh Almana**

GROUP BOARD MEMBER



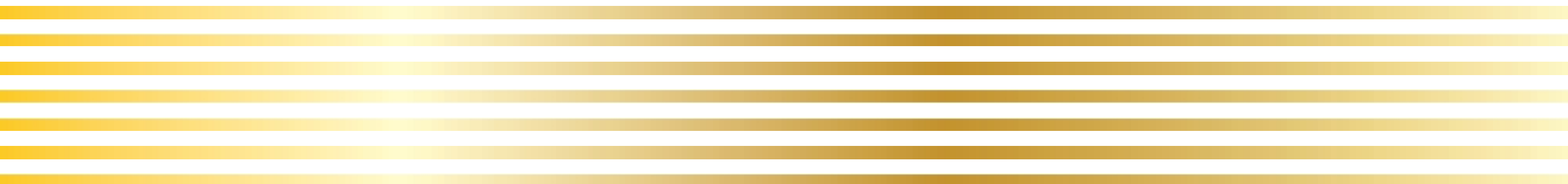
**John Kelley-Quinn**

AL JASSRA GROUP  
CEO



**Major General Arthur Denaro**

AL JASSRA GROUP  
Board Advisor





# Group Structure (3 Divisions)





## Our FM, Security & Corporate Services

“Current”



### Hard Services

- Electrical Services
- Mechanical Services
- Plumbing Services
- Civil Engineering Services
- HVAC Services
- BMS Services
- Testing & Balancing
- Energy Management

### Facilities Management Services

- Prime/Main Contracting
- Managing Agent
- 24/7 Help Desk
- Central Command & Control Centre
- CAFM



### Security Services

- Conventional Security Services
- Non-Conventional Security Services
- Integrated Security Services
- Cyber/Digital Security Services
- Security Systems
- Smart Guard Services



### Corporate Services

- Partner Incubation Services
- Back Office Shared Services
- Business Centre Services
- Business Development Services
- Public Relations Services



# Integrated Services

Total Facilities Management Solutions



**AL JASSRA**  
INTEGRATED  
SERVICES



# EXECUTIVE SUMMARY

Al Jassra Integrated Services (AJIS) was formed under The Al Jassra Group (AG) in order to extend its currently successful hard and facilities management services into a cohesive Total Facilities Management (TFM) organization under one trusted source.

The Total Facilities Management Solution can incorporate all FM service lines from Maintenance and Building Fabric Repairs to Catering, Pest Control, Cleaning, Stadia and Events Management as well as Total Lifestyle service solutions, all under one umbrella.

As a prime contractor and main supplier we self-deliver wherever possible and operate under a **‘One Team’** model that enables cross-skilling and multifunctional responsibilities throughout the various service streams. We also Joint Venture and partner with specialist companies that compliment and align to our Strategy, Culture and Vision. Thus far we have 3 companies under AJIS being The Maintainers (100% Owned), Bg2 Global (100% Owned) and Gemmo SPA (60/40 IJV). Moreover, we have 3 MSA’s in place with 3 International Partners Being: Greycoat Lumley (VIP Household Staff), Newrest (Catering) and Lagardere (Stadia & Leisure Operations and Management).

AJIS have already invested millions into their integrated technology platform to develop a unique enterprise system which is pioneering in this sector. Once complete The ERP, CAFM, HRM and IMS will be totally integrated on once standardised platform. Furthermore the system will be integrated with the the rest of the Group including the 24/7 Multi-Lingual Help Desk and our Security Command and Control Centre. Our Digital Security Partners Vauban and Leonardo will finally develop and build a SOC over the system to ensure a robust secure solution for all users including clients.

Since inception The AJIS Division’s organisations have enjoyed great success with over 10 years of local trading experience with accelerated growth and profitability. Our plan and vision is to be a TFM contractor across Qatar and UK initially, with an aspiration for global expansion thereafter by growing our services through acquisition and International Joint Venture Partnerships.



CURRENT PARTNERS



Integrated Facility Services



VIP Private Household & Estates Staffing



Stadia, Events and Leisure Management



Catering & Hospitality



Facilities Management (Healthcare, Airports, Lighting & Infrastructure)



# Security Services

Total Security Solutions



**AL JASSRA**  
SECURITY  
SERVICES

## EXECUTIVE SUMMARY

Al Jassra Security Services (AJSS) was formed under The Al Jassra Group (AG) in order to provide total security solutions in Qatar, by integrating Digital and Physical Security Solutions as a mechanism for optimizing and improving the existing security status quo in advance of The World Cup 2022.

AJSS has established 4 unique trading divisions to operate in Qatar with a vision and mission to leverage international expertise with local knowledge. To this regard AJSS has adopted a bespoke partnership approach in-line with Qatari Law to undertake International Partnerships under Master and Technical Service Agreements across the following divisions:

1. Cyber & Digital Division
2. Physical Security Division
3. Training Division
4. Smart Guard Services Division (SGS)

AJSS endeavor to become a valuable support partner with local government agencies to support and sustain the national security efforts of Qatar. The company will launch its services in September 2018.



CURRENT PARTNERS



MSA Prime Contracting Partner



MoU Partner for Cyber Expertise, Products & Services



TSA Partner for Physical Security Manpower Solutions



TSA Partner for Digital Innovation, Intelligence, Investigations and Risk Management Solutions



- TSA Principle Security Training & Specialist Security Partner

# Corporate Services

Total Business Solutions



**AL JASSRA**  
CORPORATE  
SERVICES



## EXECUTIVE SUMMARY

In Al Jassra Corporate Services, we help international companies from a **variety of sectors and industries** to **establish and grow** in Qatar.

**Al Jassra Corporate Services** is interested in becoming a **preferred local support services provider** for International companies looking for an initial incubation space and employee management solution in Qatar

We are a 100% shareholding Qatari company and part of one of the **most reputable local business groups in Qatar** with over USD 1 Billion consolidated yearly revenues and more than 8,000 employees along several verticals.

With our **strong local foundation and experience** together with our **international management team**, we are confident we have the **know-how and resources** to help international companies to establish and succeed in Qatar.

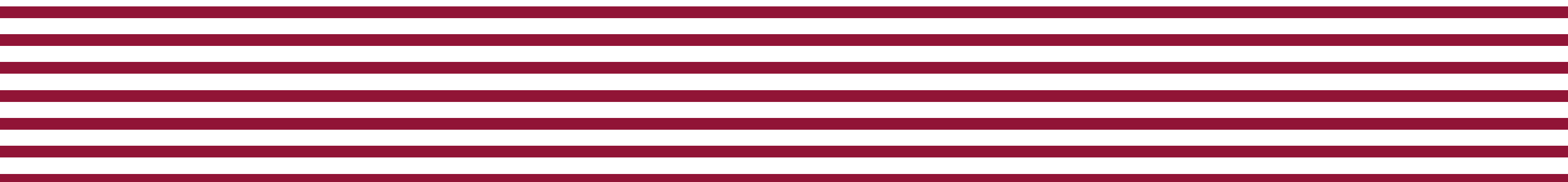
***“Your Total Partnering Solution For Qatar”***



### Added Value Services

- Employees accommodation
- Car rental
- Travel Agency
- Marketing material designing and printing
- Courier services
- Legal services
- Accounting services

- Dedicated office space in our Grade A Office facilities
- Virtual Office Services
- Single Pod Space for SME's
- Common areas
  - Meeting room availability
  - Printing and copying services
  - Breakout Areas
  - Training Theatre
- Utilities included (electricity & water)
- Maintenance included
- Internet connection
- IT support
- Shared Service Agreements
- PRO Government Services
- Business Development Services
- All Back Office Services
- Concierge Services

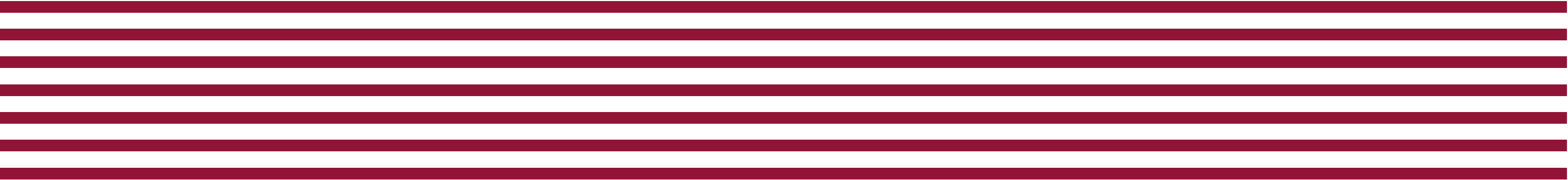


**AL JASSRA  
CORPORATE  
SERVICES**

CURRENT PARTNERS

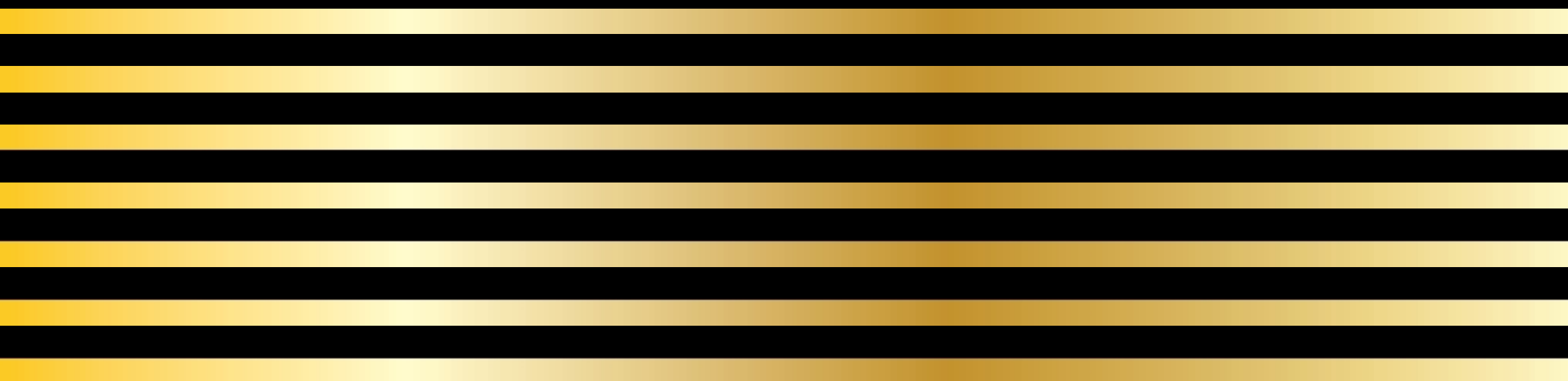


*“Sustainable Growth Through Diversification”*



AL JASSRA  
CORPORATE  
SERVICES

Thank you.



**AL JASSRA**  
GROUP