



AL RABBAN CAPITAL  
TRADING & CONTRACTING

# PROFILE

2017

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# INTRODUCTION

Al Rabban Capital Trading & Contracting (“RCTC”), a Qatari national company, has been created to be a leading provider of professional and commercial services for businesses who wish to operate in Qatar and those already in the region looking for expansion.

Since its foundation the company has established and supported many businesses, sponsorships, partnerships and joint ventures, working with those new to the market and those already operating in the market. This has led to the creation of an outstanding wide range of services and commercial activities. And through RCTC’s network of international partners it is well placed to offer services to clients already in the region. As such, RCTC is supporting diversification for the economic prosperity of the region and all stakeholders.

RCTC works closely with its sister company Al Rabban Oil and Gas (“ROG”), which focuses on services specifically for the oil and gas sector.





# OUR HISTORY

RCTC's pedigree stems from the successful and well-respected Rabban Group, founded in 1964. Al-Rabban Holding has grown from an established business in pearl trading to include interests in construction, retail, mineral water, ready mix concrete, transportation, storage and distribution, 5-star hotels, real estate and corporate sponsorship.

The Group continues to enjoy good growth into the third generation, based on its structured approach to strategy, corporate governance standards, and its commitment to staff, the environment and national heritage.

<http://www.alrabbanholding.com>

In 2015 one of the Group's directors, Abdulaziz K. Al-Rabban, decided to increase his personal portfolio of businesses outside the holding in order to introduce different concepts and a wider range of services to the Qatar market. He recognized the strategic importance to Qatar of supporting business expansion and economic diversification, and so set up to specifically support business in this area.





# The Chairman- Sheikh Abdulaziz Khalid Al-Rabban

Born in Doha in 1990, Abdulaziz studied for two years in USA and three years in the UK, gaining a BSc degree in Business Administration. He then joined the family business as board member of Al-Rabban Holding and today is considered one of the key decision makers at Group board level.

The Al Rabban Family itself is a prominent family from Qatar with long history and connections with other important regional families, and primarily with the Qatar Royal Family.

Abdulaziz takes a very hands-on approach to the business, and is actively involved in RCTC forging strong and long-standing relationships with a diverse range of international organizations bringing economic diversification and strength to the region. In his words,

“At Al Rabban Capital Trading & Contracting our approach is enabling stakeholders to develop feasible and successful business to achieve the ultimate goal of long-term excellence”





## THE CHAIRMAN MESSAGE

Al Rabban Capital Trading & Contracting is relatively new participant in Qatar's economic diversification plan, The Al-Rabban Family has been in business in Qatar since the Mid 60's and are fully aligned with Qatar National Vision 2030, through its Global business connections and long-term relations with Regional and International companies and/or entrepreneurs.

Al Rabban Capital Trading & Contracting operates in an industry demonstrating fundamentally attractive long-term prospects for Qatar wealth. Placed in a strong position within the Middle East, Al Rabban Capital Trading & Contracting has capitalised upon the strategic importance of this industry for the global markets. Al Rabban Capital Trading & Contracting continue forging strong and long-standing relationships with many of the world's leading specialists.

At Al Rabban Capital Trading & Contracting, our approach is enabling stakeholders to develop feasible and successful business to achieve the ultimate goal of long-term excellence. The key resource of success lies within the employees themselves whom through teamwork shall contribute towards the efficiency of delivery and ultimately the profitability of the company.

**Abdulaziz K. Al-Rabban -Chairman**





# MISSION & VISION

## MISSION

Our mission is to exceed customer satisfaction by selection of Regional and International Partners that can add value and support us while applying industry best practices creating value for our clients, and robust professional practices reflects the way we do business.

## VISION

Al Rabban Capital Trading & Contracting has a clear goal to be a leading provider of professional and commercial services for businesses who wish to operate in Qatar and those already in the region looking for expansion, this will create a strong commercial base with our international partners providing innovative solutions to our clients' needs

# Values

- **Integrity** - Always dealing with our clients, partners and colleagues in a fair and ethical manner gaining trust through our actions.
- **Knowledge** - The value we place on our ability to develop leaders and the need to continually grow our collective technical expertise to meet the needs of ever more sophisticated clients.
- **Service** - Encompasses the concept of quality in everything we do, having a service-mindset when dealing with clients and demanding a lot of our strategic partners and ourselves.
- **Respect** - Respect for one another in the office will lead to greater productivity and staff satisfaction, which should result in lower turnover of staff.
- **Leadership** - Leadership both within the firm with respect to developing our next generation of leaders and within our market segment with respect to being recognized by current and prospective clients as a firm that is the leading expert in the field.
- **Enthusiasm** - Employing and nurturing staff with a passion for providing the highest-level quality service and support to our clients.





# OUR JOINT PARTNERS





*Made in Italy Furnitures*

Collaborates with the most prestigious brands and the most experienced craftsmen, in order to offer its customers exclusively made in Italy furniture with the quality of the best Italian tradition.

The projects are followed from start to finish with “Turnkey System”, according to the tastes, styles and needs of each individual client.





*For hospitality and private villas  
and palaces*

MAEG INTERIORS is an Italian company specialising in the interior fit-out and furnishing of hotels, corporate offices, exclusive private residences and public buildings. The company distinguished itself over the years for its industrial vocation by adopting a managerial and innovative approach to manufacturing and corporate organisation.

Technical expertise, state of the art production processes, high quality materials, creative Italian design and meticulous craftsmanship into every MAEG project.

MAEG INTERIORS has a team of creative and talented designers, space planners and decorators that works closely with the client's architects and interior designers to develop solutions to specific project issues and particularly for design detailing, coordination of trades and key interfaces.



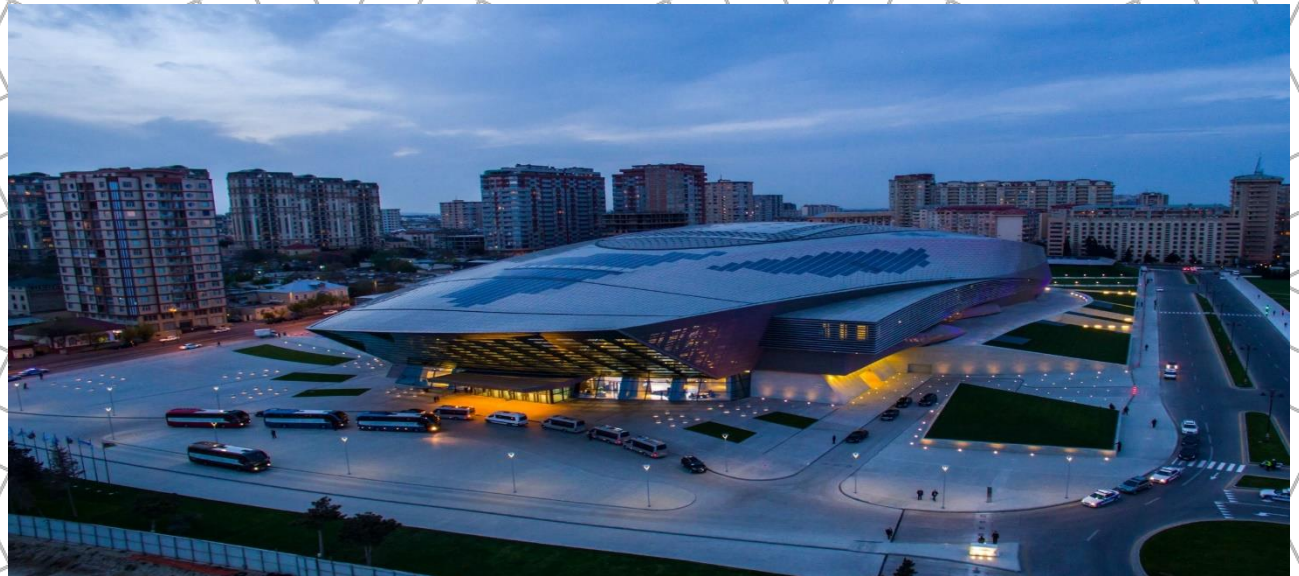
*Engineering, Project Management  
and Construction services*

Maeg Costruzioni Spa, a company working in the steel constructions sector since 1989. Years of unassuming hard work led Maeg to achieving notable results and to becoming a leading name in the field of design, supply and erection of medium-heavy steel structural work.

Ambition plus acquired expertise have brought Maeg to the point that it has a production potential of approx. 50,000 tones/year. This already considerable quantity.



AL RABBAN CAPITAL  
TRADING & CONTRACTING



*EPC & EPIC Contractors.*

- Headquarters in Istanbul with network of branches in Russia, Kazakhstan, Azerbaijan, Turkmenistan, UAE, Malaysia, Haiti, and Venezuela.
- Over 7,000 highly qualified and reliable workforce.



*Engineering design services,  
Equipment Supply, Engineering  
Consultancy and Engineering sup-  
port services*

Seven companies with diverse yet complementary expertise, XL Group Ltd is a multi-discipline technology organisation specialising in the provision of Integrated Solutions for Telecommunications, Process Control, Fire and Gas / ESD, Metering, Hydrocarbon Accounting and Business Critical IT Applications, Vehicle and Building Lifts and Process Valves.

This along with our Manufacturing and Fabrication capabilities in the UK makes XL Group a one-stop service provider for Oil and Gas, Energy, Petrochemical and many other private or public industries.





*Low voltage, Medium voltage,  
High voltage, extra high voltage,  
Submarine cables, Signalling ca-  
bles, Telecommunications cables  
and fiber optics.*

Hellenic Cables Group is one of the largest cable producers in Europe. The Group manufactures power, telecommunication and submarine cables, as well as enamelled wires and compounds.

With a strong export orientation and focus on development of value added products, such as high and extra-high voltage cables and submarine cables, the Group implements significant investments towards enriching its product portfolio and enhancing its sustainability profile.



*Bulk material handling and mineral processing*

An independent group of companies based in Magdeburg, Germany with subsidiaries worldwide

- Has a history of up to the first half of the 19th century as a manufacturer of materials handling systems
- Scope of services include Project Design & Engineering, Bulk material handling and opencast mining systems, plant services, mineral processing, subcontracting
- With subsidiaries and representative offices in Australia, Bulgaria, Canada, Chile, China, Hungary, Russia, Singapore, South Africa, and USA
- With 1500 employees worldwide
- One of the foremost companies in material handling systems and can proudly point to plants in over 80 countries.



AL RABBAN CAPITAL  
TRADING & CONTRACTING



D-recta Ru'ya is a grade A restructure engineering design and architecture company able to provide prompt and effective answers to both private and public Clients around the world.

The company strength is the ability to combine effective engineering and design solutions.

Ru'ya team combines professionals; able to transpose the needs and aspirations of its customers, through proven skills, commercial trust and vast experience for the highest level of performance from concept design the completion of the job.





Offers a Full Service for all Glass and Glazing products and Services from initial design consultation through processing, manufacture and installation. Based in Wickford, Essex, Billericay Glass was formed in 1986 and has been involved in many types of glazing projects worldwide for over 26 years.

The Billericay Glass Company is a single source Glazing Contractor for many types of conventional and specialist glazing requirements and you will see from our projects portfolio that we provide a trusted, dependable, professional and experienced service to architects, contractors and homeowners. The approach may differ but the dedication to maintaining the same high level of service ensures your order will be completed to your total satisfaction and on time.







*Diesel and Gas Generators*

Laser Industries employs technical and personal experience in the field of the generators, pumps and power systems.

In 2003, Laser Industries entered into the market of new series of products with the most advanced technologies for meeting increasingly stringent regulatory limits and for remote management of the plant.



*Games Based Learning*  
*Gamification*

- World's leading business solution that seamlessly connects staff, customers and partners from around the globe in a collaborative 3D virtual environment.
- Building multi-player gaming technology, experience in delivering real-time software solutions and an intimate understanding of what global corporations require



*Building Trust Through  
Delivery*

A company offering bespoke project management, soft FM, catering and hotel services provision for the Oil & Gas industry operating in remote environments worldwide.

# TEN FOLD

ENGINEERING  
NEW FREEDOMS



*Expand, Move & Fold*

TEN FOLD develops ready-to-use buildings and structures that self-deploy from a standard truck in 5 minutes, anywhere they can be delivered.

Using almost no power, they expand to up to six times their size in transport to provide almost any combination of usable space and attendant facilities. The process is fully reversible and the units are designed to be moved and moved again.



AL RABBAN CAPITAL  
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**C.I. ENERGIA SOLAR**  
**ESWINDOWS**



*Aluminum and Glass  
Windows*

ES Windows manufactures aluminum and glass windows that meet the requirements, needs and expectations of their customers. Providing them with the best quality products and excellent services at fair prices.



AL RABBAN CAPITAL  
TRADING & CONTRACTING



**B12**



*Aluminum Façade and all  
Types of Glass*

B12 combines a global network of engineers, design and highly qualified companies in new technologies applied to the buildings of the future. All together to help form ambitious buildings. The engineering management of B12 provides its customers with measurable benefits in the immediate and appreciable even more over time



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**B12**

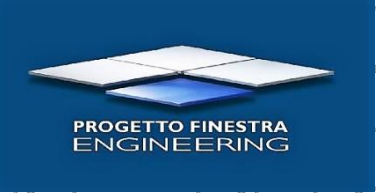


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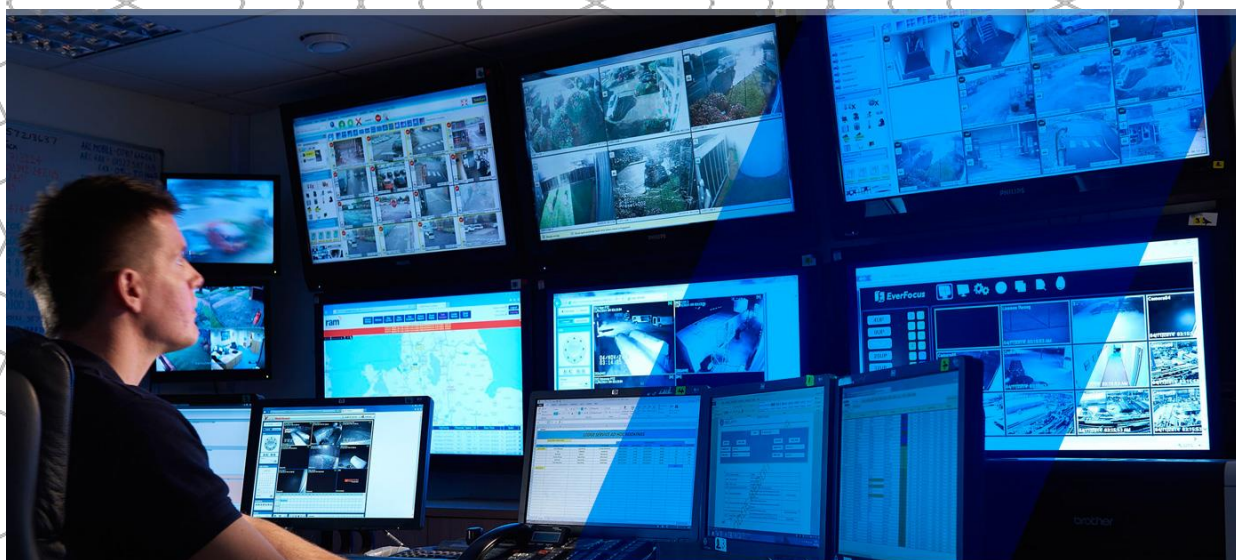
*Executive Designing of  
Technological Building  
Shells*

PF Engineering provides executive designing of technological building shells for structural design



AL RABBAN CAPITAL  
TRADING & CONTRACTING





*Executive Designing of  
Technological Building  
Shells*

ASDC provide complete security solutions to a wide range of clients across the UK and Worldwide. Their main business is consists of consulting and designing bespoke products for client specific requirements. They also supply and install complete security solutions for their clients, with their main aim being on time, on budget and supporting the clients with every aspect of their new system.



AL RABBAN CAPITAL  
TRADING & CONTRACTING

# OUR SERVICES

We offer a range of support services and potential sponsorship for those businesses entering the Qatari market and those wishing to achieve business expansion in the region. These include,

- Market research – through our in-depth local knowledge and contacts we are able to provide information on the markets and competitors for different market sectors
- Networking, contacts and introductions – as a well-connected local company we have links and partnerships with a wide range of businesses in the region and overseas, and with Qatari government departments. We can recommend and introduce you and your business to specialists in finance and law if you are seeking to open a business in Qatar. ARC is also a member of many of the local business associations, hence you can benefit from our current networks and knowledge
- Premises – RCTC works closely with the property arm of Al Rabban Holdings and so can offer advice and leases on property for office space, retail space, warehousing and manufacturing. For example, we are involved in the development of Place Vendome, a luxury shopping mall and experience in Lusail City, Qatar, and can offer prime retail sites and services



# OUR SERVICES

- Partners – although we are a relatively new company, through our business experience and connections we are already working and supporting a range of international and local partners. Together we are building a comprehensive range of services that can be marketed in Qatar, the Middle East and globally. We can provide a ‘matching service’ so you can work with the right partner for you, which will open up new opportunities
- Commercial consultancy, sponsorship and advice – our business expertise and local knowledge allows us to offer comprehensive support and potential RCTC sponsorship if you are considering opening a company or branch based in Qatar. It is a legal requirement that any foreign company wishing to open a company in Qatar need a local sponsor; ARC can be that sponsor and help with the initial set-up and provide continuing support and advice
- Serviced office space - for our partners that have been sponsored by Al Rabban Capital. We also lease out individual offices suitable for registering companies in Qatar. All office space is supported by administration, drivers and IT, printing and binding facilities, and access to meeting and conference rooms



# OUR APPROACH

“A key resource of success lies within the employees themselves whom through teamwork shall contribute towards the efficiency and effectiveness of delivery and ultimately the profitability of the company”

CEO, Abdulaziz K. Al-Rabban

At RCTC we genuinely believe that the commitment and positive approach of our staff are vital to a successful company. We work to the highest ethical standards and all of our people are proudly committed to the following values:

- Integrity – always dealing with our clients, partners and colleagues in a fair and ethical manner; gaining trust through our actions
- Knowledge – the value we place on our ability to develop leaders and the need to continually grow our collective technical expertise to meet the needs of ever more sophisticated clients
- Service – encompassing the concept of quality in everything we do, having a service-mindset when dealing with clients and demanding a value-added professional service of our strategic partners and ourselves
- Respect – respect for one another which leads to greater productivity and employee engagement, which in turn results in dedicated staff and partners
- Leadership – leadership both within the company with respect to developing our next generation of leaders and within our market segment with respect to being recognized by current and prospective clients as a leading expert in the field
- Enthusiasm – employing and nurturing staff with a passion for providing the highest-level quality service and support to our clients



# ABOUT QATAR

Qatar is located in the Middle East and has a land border with Saudi Arabia. It consists of a peninsula that extends 160 km into the Arabian Gulf. Oil and gas account for more than 60% of GDP, roughly 85% of export earnings and 70% of government revenues. Despite the downturn of the oil and gas prices since 2015, the industry still constitutes the backbone of Qatar's economy. However, equally important is economic diversification to consolidate Qatar as a major commercial global hub.

Qatar continues to experience enormous growth, with large infrastructure and construction projects, a growing population with increasing standards of living, and laying the foundation for the achievement of the Qatar National Vision 2030.

Based on the guiding principles of Qatar's permanent constitution, Qatar National Vision 2030 lays down the guiding principles for Qatari society for the coming decades. It was developed after extensive consultation with government authorities and local and international experts. The Vision 2030 rests on four pillars of Human Development, Social Development, Economic Development and Environmental Development. RCTC is proud to play its part in their achievement.



# OUR CONTACT DETAILS

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