

ANNUAL REPORT 2017



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H.H. SHEIKH TAMIM BIN HAMAD AL THANI
THE EMIR OF THE STATE OF QATAR



H.H. SHEIKH HAMAD BIN KHALIFA AL THANI

THE FATHER EMIR





HIS EXCELLENCY MR. SALAH BIN GHANIM BIN NASSER AL ALI

Chairman of the
Board Of Directors

◆ H.E. Mr. Salah Bin Ghanim Bin Nasser Al Ali was appointed as Qatar's Minister of Sports and Culture on January 27th, 2016 after more than two years as Minister of Youth and Sports. His Excellency held a number of public positions such as Chief of the State Audit Bureau between 2006 and 2011, during which H.E. participated in developing a strategic plan for the Bureau aimed at assisting in achieving sustainable development for Qatari society and to strengthen accountability. His Excellency was designated to take on various public service responsibilities, such as Head of the National Committee for Integrity and Transparency between 2007 and 2011. He was also appointed as Head of the State National Day Celebrations Organizing Committee in 2008 where he participated in formulation of the

National Day vision that calls for promoting loyalty, solidarity and pride in Qatari national identity. In 2011, he was appointed as a consultant in the office of Heir Apparent until 2013. In 2012, the H.E. participated in the launch of Al Rayyan TV with a mission to support the renaissance of Qatar, consolidate its national identity and take into account its sustainable development. H.E. participated in a lot of conferences and forums and provided many lectures and presentations in the field of innovations. H.E. Mr. Al Ali graduated from US-based Pacific University in 1992 with a Bachelor of Science in Engineering Management.

ISSA BIN MOHAMMED AL MOHANNADI

Vice Chairman



◆ Mr. Issa Mohammed Al Mohannadi occupied the role of Qatar Tourism Authority Chairman. His project management and international business background served QTA well as it embarked on rolling out the new Tourism Sector Strategy for the State of Qatar.

Prior to taking up the post of Qatar Tourism Authority Chairman in May 2012, Mr. Al Mohannadi was the co-founder and Chief Executive Officer of Msheireb Properties.

Mr. Al Mohannadi has received numerous recognitions for his contribution to Qatar's rapidly growing business community, including the title of 'Property Development CEO of the Year' at the 7th Middle East CEO of the Year Awards organized by the Middle East Institute of Excellence in 2010.

Mr. Al Mohannadi occupies a number of distinguished posts within public and private organizations in Qatar.

He is the founder and Chairman of Qatar Green Building Council, which actively promotes sustainability in the domestic construction industry. He also held a variety of front line leadership positions at Ras Laffan LNG Company - RasGas Ltd.

Mr. Al Mohannadi is Chairman of Qatar Racing and Equestrian Club Board of Directors and board member of Doha Film Institute (DFI) and Qatar Airways. He was a member of Board of trustees at Qatar Academy Al Khor-Qatar Foundation.

Mr. Al Mohannadi holds a Bachelor's degree from Texas A&M University in Kingsville, Texas, as well as specialized training certificates in project management from George Washington University, Harvard Business School, INSEAD, and Kellogg Business School.



NABEEL BIN MOHAMMED AL-BUENAIN

Board Member

◆ Eng. Nabeel Bin Mohammed Al Buenain was appointed as Vice Chairman of Qatari Diar in January 2017 and also became Chief Executive Officer of the company in April of the same year. He has extensive experience in infrastructure development and oil and gas operations, acquired over years in various positions at Qatar Petroleum. Eng. Nabeel Al Buenain was appointed in 2005 as Assistant Project Manager of the Common Cooling Water Project in Ras Laffan. In 2007, he was subsequently appointed as Ras Laffan Port Expansion Project Manager, after which he

was named as Executive Director of Hamad Port Projects. In January 2014, he was appointed as QP's Vice President for HSE & Business Services for nearly two years, during which he contributed significantly to the continued growth and development of the Company.

Eng. Nabeel Mohammed Al Buenain graduated in 1994 with a degree in Mechanical Engineering from Lamar University, in Beaumont, Texas, USA.

ABDULLA BIN HAMAD AL MISNAD

Board Member



◆ Mr. Abdulla Bin Hamad Al Misnad is the Chairman of QDVC, a Qatari shareholding company established in 2007 through a partnership between Qatari Diar Real Estate Investment Company and Vinci Construction and Enterprise Company in France. He is also a member of the Board of Directors of Qatari Diar and Barwa Bank. Since 2014, Mr. Al-Misnad has been appointed as Director of Public Investment at the Supreme Council for Economic and Investment Affairs. He has also worked as an Energy Efficiency Specialist and as a Commercial Advisor for CO2

Management at Shell in Qatar and USA for almost two years. He also worked for Exxon-Mobil and Qatar Economic Zones (Manateq) where he contributed to the review of the infrastructure plan. Mr. Abdullah Hamad Al Misnad was appointed as Head of Qatar Green Building Council's Research and Innovation Committee for nearly two years.

Mr. Al-Misnad holds a BSc in Mechanical Engineering from Stanford University, California, USA.



NASSER BIN SULTAN NASSER AL-HEMAIDI

Board Member

◆ Nasser bin Sultan Nasser Al-Hemaidi was appointed in 2017 by Emiri Decree as a member of the Qatari Shura Council. Mr. Nasser Al-Hemaidi is a member of several boards of directors of Qatari shareholding companies. He is a member of the Board of Directors of Qatar Fuel Company WOQOD since 2008 and also a member of

the Board of Directors of Qatar National Cement Company. He also served as the Financial Director of the Qatar Olympic Committee as well as being a businessman involved in various business and economic activities. Mr. Nasser Al Hemaidi holds a Bachelor's Degree in Business Administration.



NASSER BIN ALI AL HAJRI

Board Member

Representing
Al Adeed Real Estate
Investment Company

◆ Mr. Nasser Ali Al Hajri works as the Financial and Administrative Control Director in the office of H.H. the Father Emir. Mr. Al Hajri holds a Master of Business Administration

specialized in banking from the University of Finance and Banking and is currently doing his PhD in Business Finance Management - the field in which Mr. Al Hajri has prepared many research papers.

MOHAMMED BIN ABDULAZIZ AL-SAAD

Board Member



◆ Mr. Mohammed Bin Abdulaziz Al-Saad started his career working in leading roles in the public sector; he led the investment program of Qatar Real Estate Investment Company (Al Aqaria). In late 2006, he took over as CEO of The First Investor (TFI), the leading investment firm in Qatar. His leadership brought Barwa Bank into operation in 2009 and it kept growing impressively in both market share and profitability as he became the Vice Chairman of the bank. Mr. Al Saad is currently

the Executive Chairman of MAS Holdings and the Board Member of Qatar Fuel-WOQOD. He is also Chairman of QCON, Chairman of Native Land Investment, and the Chairman of Agency Triple Two.

Mr. Al-Saad completed his Bachelor's degree in Architectural engineering from University of Colorado at Boulder and his Executive Master's Degree in Business Administration (EMBA) from HEC Paris.



BOARD OF DIRECTORS' REPORT

BOARD OF DIRECTORS' REPORT ON THE FINANCIAL YEAR ENDED 31 DECEMBER 2017 AND THE COMPANY'S FUTURE PLANS FOR 2018

Dear Esteemed Shareholders,

I have the pleasure to present to you, on behalf of myself and the members of the Board of Directors, the Annual Report on Barwa Real Estate Company's activities, performance and Consolidated Financial statements for the year 2017, as well as the future plans for the coming year.

COMPANY'S PERFORMANCE AND ACHIEVEMENTS

The financial year has begun to reap the benefits of the achievements in recent years. During the years, we have worked with you and your generous support in developing, following up and enhancing the plans necessary to acquire the main objective of the Group of achieving the sustainable revenues. To achieve that goal, we continue to work on

several key streams, including:

- ◆ Ongoing enhancing of the real estate portfolio through the implementation of new projects in a timely and cost effective manner.
- ◆ Making the best investment plans necessary for the development of the Group's land banks, located within

the State of Qatar with a total area of 5.5 million square meters.

◆ Continuing work on enhancing operational efficiency of the current projects in order to maximize the benefits of the assets as Barwa has a diversified real estate portfolio, including residential units, workers' housing, warehouses, offices, shops and showrooms.

The year 2017 witnessed many achievements. These include:

◆ In terms of financial performance, we have achieved a net profit attributable to the shareholders of the parent company which amounted to QR 1,705 million and an EPS of QR 4.38 with an increase of QR 100 million, representing a 6% increase compared to the year ended 31 December 2016. The Group has succeeded in enhancing its operating revenues through increasing its net rental income by QR 140 million, an increase of 18% compared to the year 2016 as a result of the increase in occupancy rates at Barwa Al Baraha – Workers Accommodation and start of the operations of several new projects during the year such as Shell's staff housing project and Phase One of Madinat Al Mawater. Also, the net revenue of consultancy services and other services have increased by QR 85 million.

The improvement in the Group's operating results was reflected in the total equity attributable to the equity holders of the parent company which increased by QR 695 million reaching the balance of QR 18,923 million as of 31 December 2017. The total assets increased by QR 599 million while the Group's liabilities decreased by QR 181 million.

◆ Maintaining sufficient cash balances to cover the Group's operations and to cope with fluctuations in the finance markets with a balance of QR 3.1 billion.

◆ Completion and start of the operations of Phase One of Madinat Al Mawater and also the start of operations of Barwa Al Khor - housing staff project for Shell Employees.

◆ Leasing of the entire Mustawdaat Project for 10.5 years with a total value of QR 755 million.

◆ The Group's real estate portfolio has grown to include 6,639 housing units, 12,706 worker rooms and 265,000 square meters of shops, showrooms and offices.

◆ Initiating the construction of Barwa Village Extension project, Phase two of Madinat Al Mawater and Warehouses and Workshops project in Barwa Al Baraha with an overall total construction cost of QR 316 million.

◆ Initiating the construction of the affordable housing project for laborers on Salwa Road, with a total built-up area of 730,728 square meters and a construction cost estimated at QR 1,295 million.

◆ Improving the operational efficiency of the Group's current projects where the occupancy rate in most of them exceeds 95%.

GOVERNANCE, SYSTEMS AND RISK MANAGEMENT

Barwa Real Estate emphasizes the importance of promoting and spreading a culture of openness and transparency in its commercial and administrative transactions through ensuring the highest levels of compliance with Corporate Governance Code of Listed Companies, as regulated by Qatar Financial Markets Authority. Barwa Real Estate Group considers corporate governance one of the main pillars that form the guiding framework of its operational, administrative activities and dealings with all stakeholders.

Based on that, the Board of Directors, through delegating the authority to the executive management, seeks to accelerate commercial operations, eliminate complications and ensure the highest levels of operational efficiency which will have a positive impact on the company's projects and serves the interest of the shareholders.

Moreover, the risk management policy plays a crucial role in creating suitable work frames in order to manage projects and investments in an effective way, while controlling operational, economical and relevant legal risks.

HUMAN CAPITAL

In order to achieve our Group's strategic objectives and in light of our contribution in achieving Qatar National Vision 2030 regarding the development of human capital, we in Barwa always focus on the development of our human capital. Through cooperation with the executive management, mainly consisting of highly qualified Qatari personnel, we develop and implement various training schemes to enhance the necessary staff expertise to achieve the sought after development and efficiencies, and we also work to strengthen the team with new elements from both experienced and recent graduates to secure a continued source of able personnel ready to take on responsibility.

SOCIAL RESPONSIBILITY

In Barwa we are well aware that the role of national companies is significant to the development process and that they are not isolated from society and its pressing issues. Therefore, we are always keen on being a major contributor to the society's development through enhancing partnership with the state to implement a number of real estate initiatives and also, adopting an architectural philosophy that transcends the concepts of real estate investment, resulting in innovative residential solutions that meet the requirements of various social groups, especially middle income ones.

As for raising preventive awareness about safety and security requirements, we pursue our efforts to raise security and safety levels in all our projects to ensure the safety of our employees and clients. Barwa is also cooperating with the General Directorate of Civil Defense in the Ministry of Interior to sponsor some of the activities and events, launched by the Directorate, most notably the "Safe House" program and the Civil Defense Media Awareness Car which is equipped with screens, educational films and a specialized library, targeting the public during the celebrations and providing necessary security and safety training.

Moreover, Barwa participated in supporting and sponsoring the activities and celebrations of Qatar National Day out of its belief in the role of these celebrations in entrenching the Qatari National Identity. This is in addition to our continuous contribution to the Social and Sports Activities Support Fund as well as our continuous support for the families in need and the elderly. The total of our contributions reached approximately QR 50 million for the year 2017.

OUR FUTURE PLAN FOR 2018

In light of our Business Plan, the Group's goals for 2018 are as follow:

- ◆ **Completing the construction and operating of several projects, mainly: the Affordable Housing Development for laborers on Salwa Road, and Phase Two of Madinat Al Mawater. This is in addition to the ongoing work on the construction of Barwa Village extension Project, Dara (A) in Lusail and other projects. The ones planned to complete in 2018 will add the following to the Group's operational portfolio:**
 - 806 housing units,
 - 25,360 rooms for workers,
 - 314 thousand square meters as rental space for warehouses, offices and shops.
- ◆ **Ongoing work on the master plans and designs for many projects, including but not limited to Dara B-F project in Lusail, Barwa Al Doha project and Lusail Project and then initiating the construction of them.**
- ◆ **Continuing our efforts to improve the performance efficiency of the Group's subsidiary companies.**

Furthermore, the Group will continue to analyze available investment opportunities in light of our Business Plan in order to achieve sustainable growth and ensure profitable revenues for our shareholders.



APPRECIATION

Finally, we would like to express our deepest appreciation and gratitude to the wise leadership of H.H Sheikh Tamim Bin Hamad Al Thani, the Emir of the State of Qatar, and His Excellency Sheikh Abdullah Bin Nasser Bin Khalifa Al Thani, Prime Minister and Minister of Interior. We also extend our gratitude to

the company's shareholders and employees, for their continuous support to achieve our goals which serve the interest of the country and its citizens.

**SALAH BIN GHANIM
BIN NASSER AL ALI
CHAIRMAN OF THE BOARD
OF DIRECTORS**

SHARI'A SUPERVISORY BOARD REPORT



IN THE NAME OF GOD THE MERCIFUL FATWA AND SHARI'A COMPLIANCE BOARD REPORT REGARDING BARWA REAL ESTATE CO.

Alhamdulillah and Peace be upon
His Prophet Mohammed, his
family, companions and followers.

We at the Fatwa and Shari'a
Supervisory Board of Barwa Real
Estate Company, have checked
the applied principles and the
transactions related to contracts, as
well as the applications which the
company had implemented during
the year ended 31 December
2017, and carried out the required
check for giving our opinion
about whether the company has
complied with the provisions and
principles of the Islamic Shari'a
and the fatwas, decisions and
specific directives previously issued
from our part.

The Board through its executive
member has carried out the
check which included inspecting
the documentation and the
adopted procedures, on the
basis of examining each kind of
transactions, and in our opinion:

1. The contracts, transactions
and dealings which the company
concluded during the year ended
31 December 2017, which we have
perused were accomplished in
accordance with the provisions of
the Islamic Shari'a.

2. The profit distribution and
loss bearing on the investment
accounts, complies with the basis
approved by us in accordance with
the provisions and principles of
Islamic Shari'a.

3. The Charity computation
(Zakat) was in accordance with
the provisions and principles of
Islamic Shari'a.

We seize this opportunity to
express our gratitude and
appreciation to the company's
management for its positive
response and cooperation with the
Board, and to all the shareholders
and dealers with Barwa, asking
God to bless their efforts for
serving the Islamic economy
and developing our country in a
manner that achieves welfare to
all.

Alsalamu Alaykom wa
Rahmat Allah wa Brakatu.

**DR. OSAMA QAIS
AL DEREAI**

**EXECUTIVE MEMBER OF
SHARI'A SUPERVISORY
BOARD OF BARWA REAL
ESTATE**





◆ Dear esteemed Shareholders,

In spite of the challenges that the financial year 2017 witnessed in the real estate market as a result of the siege conditions and the obstacles resulting from it, thanks to God, and the wisdom of our wise government, the measures taken to counter the impacts, and also with the directions of our distinguished Board of Directors chaired by H.E. Mr. Salah Bin Ghanim Bin Nasser Al Ali, Barwa has been able to move forward in achieving its core mission of meeting the aspirations of its shareholders, working on sustainable revenue growth and continuous increase of operating revenues.

The financial statements demonstrate the ongoing improvement in the financial position and operating performance of the Group and its outstanding cash position. Also, we should not overlook the Group's achievements in the various project development

processes, which have the best rates in terms of speed of delivery and cost efficiency without any negative impact on quality, as part of the Group's new development philosophy.

The new philosophy is mainly based on creating a unique character for Barwa in the real estate market through the development of a new architecture model, based on developing integrated urban communities (residential and commercial) that provide all the requirements of the residents of these projects and feature a unique and simple architectural design that helps to achieve all the sought after benefits while taking into consideration maintaining the ancient Qatari architectural style. This is clearly demonstrated in the innovative and distinguished design of the new Affordable Housing Development for laborers- Salwa Road. Aiming to meet the needs of the labor sector, the project is the latest initiative provided by

Barwa at the end of year 2017 and in cooperation with all responsible authorities in the country, we have been able to present the idea, finish the designs of the project, obtain all the required approvals, then choose the land, award the construction contract, and start the construction of the project in less than 6 months. Also, we are currently working to obtain the necessary approvals to initiate the construction of the Lusail Golf Land Project which will be a surprise to the real estate market, and we rely heavily on it to be an icon for Barwa projects and one of the outstanding real estate projects not only in Lusail area but also in Qatar as a whole. This is in addition to Barwa AlDoha Complex project, which will be characterized by applying a new concept of privacy for its residents and providing a comfortable space for them and their children.

Barwa's innovative development philosophy is based on creating an integrated team prior to the award of the construction contract, including Barwa's technical team, in addition to the technical consultants and all potential contractors, with the aim of studying all aspects of the project and benefit from the technical inputs of all parties. This contributes effectively to creating value engineering for the projects by enhancing the designs, maximizing the utilization rates and at the same time improving cost efficiency and construction progress rates. These all come as a result of contractors' involvement and awareness of all the details of the project before starting the construction.

There have been many positive results for the implementation of this new philosophy, including but not limited to:

- ◆ Completion of the construction of Phase One of Madinat AlMawater project in a period of 10 months only.

- ◆ Awarding the construction contract of the Affordable Housing project for laborers (Salwa Road), with a total built-up area of 730,728 square meters at a cost of QR 1,700 per square meter and is expected to be completed within 12 months.

- ◆ Awarding a contract for the construction and commencement of Warehouses and Workshops project in Barwa Al-Baraha, with a total built-up area of 193,167 square meters at a cost of QR 725 per square meter and is expected to be completed within 18 months.

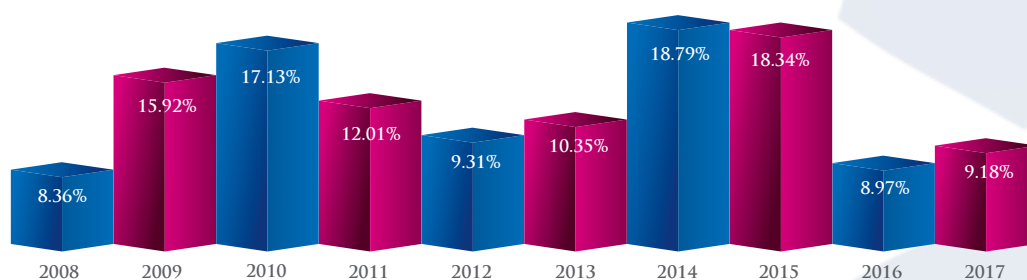
- ◆ Awarding the construction contract for Barwa Village Extension with a total built-up area of 34,492 square meters at a cost of QR 1,870 per square meter and the construction work of the project is nearing completion.

Dear Shareholders, the ongoing development of the Group pursues with the highest performance rates, supported by the sincere efforts of all employees, headed by the esteemed Board of Directors. We hope that we will live up to your precious trust and achieve the ultimate goal of contributing to the development of our beloved country under the continuous support of H.H. Sheikh Tamim bin Hamad Al Thani, the Emir – God protects him, and H.E. Sheikh Abdullah bin Nasser bin Khalifa Al Thani, the Prime Minister and the Minister of Interior.

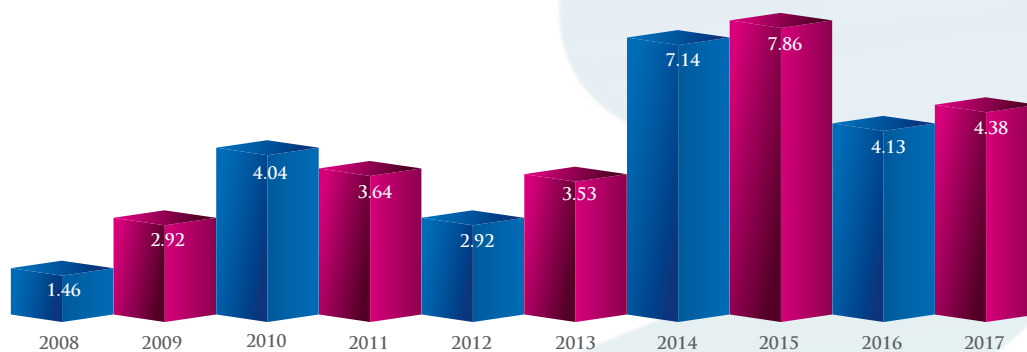
**SALMAN BIN MOHAMMED
AL MOHANNADI**

**GROUP CHIEF EXECUTIVE
OFFICER**

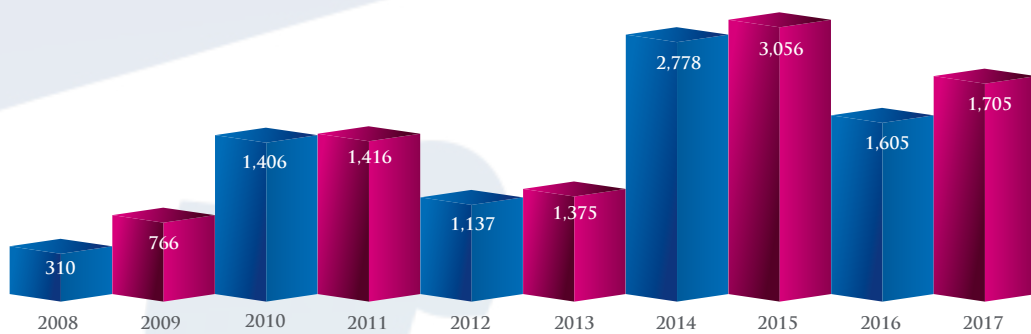
FINANCIAL HIGHLIGHTS



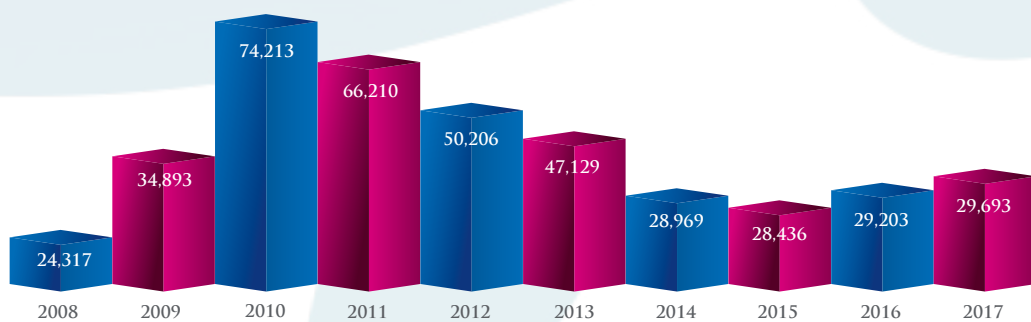
RETURN ON EQUITY



EARNINGS PER SHARE (QAR)



NET PROFIT ATTRIBUTABLE TO SHAREHOLDERS OF
THE PARENT COMPANY (QAR million)



TOTAL ASSETS (QAR million)

COMPANY VISION AND STRATEGY



VISION

To be a reliable real estate company recognized for its strong values, excellence and sustainable returns to its stakeholders.



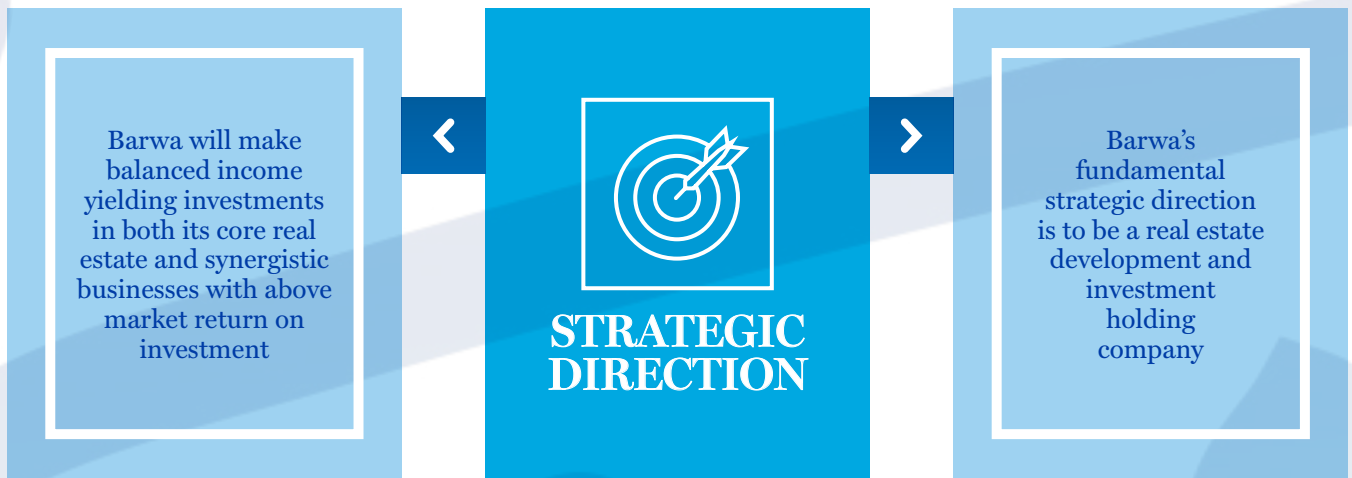
VALUES

Entrepreneurship, commitment, reliability, teamwork and integrity.



MISSION

To create better places in an efficient manner for people to live, work and enjoy.



The Segmented Business Model is organized around the following elements:

Core Business

Real Estate Development, Investments and Operations (Value Creation):
We will establish the Barwa way of planning and delivering projects and will replicate the model to the expanded and emerging portfolio.

Effective Governance

(Proper Control & Risk Management) :
Investment management best practices and performance management that sustain the value proposition.

Synergistic Businesses

Subsidiaries (Controlling stake) Private Equity (Diversifies and enhances revenue stream)

Well-balanced portfolio

Supporting profitability and sustainable growth.

Enhance credibility and strengthen the brand geographically

CORPORATE GOVERNANCE



BARWA REAL ESTATE IS COMMITTED TO ESTABLISHING AND SPREADING A CULTURE OF OPENNESS AND TRANSPARENCY IN ITS COMMERCIAL AND ADMINISTRATIVE TRANSACTIONS THAT SUPPORT ITS CONTINUOUS EFFORT TO PROTECT SHAREHOLDER RIGHTS, AND DIRECT ITS BUSINESS ACTIVITIES AND ADMINISTRATION IN LINE WITH THE INTERNATIONAL BEST PRACTICES AND APPLICABLE REGULATORY FRAMEWORKS.

This is achieved by ensuring the highest levels of compliance with Corporate Governance Code of Listed Companies, as regulated by Qatar Financial Markets Authority.

From this standpoint, Barwa Real Estate Group considers corporate governance as one of the main pillars that form the guiding framework of its operational and administrative activities and dealings with all stakeholders. Barwa aims to become at the forefront in compliance with governance requirements through implementing the latest requirements and practices that ensure effective governance, enabling the Group to continually improve its governance and management frameworks, and all related activities and processes. Also, this ensures that institutional processes are carried out in a more efficient, flexible and cost-effective manner, while ensuring transparency and protecting the rights of investors, small shareholders and other

stakeholders.

Barwa is currently reviewing its Corporate Governance Code to ensure compliance with the provisions of the Corporate Governance Law issued by the Board of Directors of Qatar Financial Market Authority No. 5 of 2016 and in order to reconcile its position within the reconciliation period announced by Qatar Financial Markets Authority.

Barwa Governance Code covers the basics of Governance, Board and Board Committees' duties and responsibilities, Management Committees' and their Terms of Reference, in addition to the internal and external controls of the Company, insider trading policies, policies related to conflict of interest, shareholder protection and stakeholders and community rights. Barwa Corporate Governance Code embraces effective management by accelerating business processes and decision-making, ensuring the

integrity and transparency of these processes and communicating them to shareholders.

At Barwa, the Board is the main decision-maker for the company and is accountable to shareholders for the strategic, financial and operational performance. To empower the Board to carry out its objectives, the Group has established and delegated authority to the Board committees such as Audit Committee, Nomination and Remuneration Committee and Executive Committee. The Board has established their relevant terms of reference to clarify functions and facilitate work procedures to serve the Board, the Company and the shareholders, and to comply with the provisions of the governance system that define the work and competence of these committees.

The Executive Management reports regularly to the Board of Directors to update them on the company's progress towards achieving organizational goals and the financial position of the Company amongst other updates of importance and value that ensure the Board is informed of all related information in line with corporate governance principles and practices.

The Board of Directors ensures that the shareholders get their granted rights under the Law, the Corporate Governance System

and the company's Articles of Association. The Company has set out in its Article of Association a policy in which it includes guidelines and standards to ensure the enhancement of effective relations between Barwa and its shareholders by establishing transparent channels of communication with them through the corporate website or various media and managing the Investors Relations. Barwa's Articles of Association also guarantees the shareholders' rights stipulated in the governance system, such as the right to access the company's information and documents, timely information and shareholders' rights related to the General Assembly and their voting rights, the election of directors and the rights related to the distribution of profits and major transactions.

The Legal and Compliance Department is responsible for ensuring that Barwa Real Estate complies with the Qatar Financial Markets Authority's governance regulations, laws, and procedures in Qatar, and also the relevant international procedures and laws to achieve the highest levels of compliance.

Finally, Barwa is proud of the level and niche of Governance it has attained so far, and will continually work towards reaching higher levels to promote better transparency and distinctiveness.





BARWA REAL ESTATE GROUP



Barwa Group established in 2005 to take the lead in real estate development and investment in Qatar and the region. Since then it has proved to be a strong and dynamic contributor to the development of Qatar.

The Group seeks to contribute to the government's over-arching development plan for Qatar as set out in the Qatar National Vision 2030, which is sponsored by His Highness Sheikh Tamim bin Hamad Al Thani, The Emir. Based on this, Barwa pursues its development path in line with its established values based on excellence and achieving sustainable returns for its shareholders and partners, and in the meantime participates actively in the developmental projects that serve the country and the citizens. Barwa's real estate portfolio consists of developments as well as income-generating real estate investments. The Group also has synergistic investments focused on supporting profitability and sustainable growth to the core real estate business. It has built an enviable track record of local projects such as Barwa Al Sadd, Barwa Village and Barwa Al Baraha and it pursues its uniqueness through its diverse projects aimed at providing innovative solutions for sustainable development such as Madinat AlMawater and Mustawdaat projects. While its main activities are Qatar-focused, investments and operations extend regionally and internationally.



BARWA AL SADD

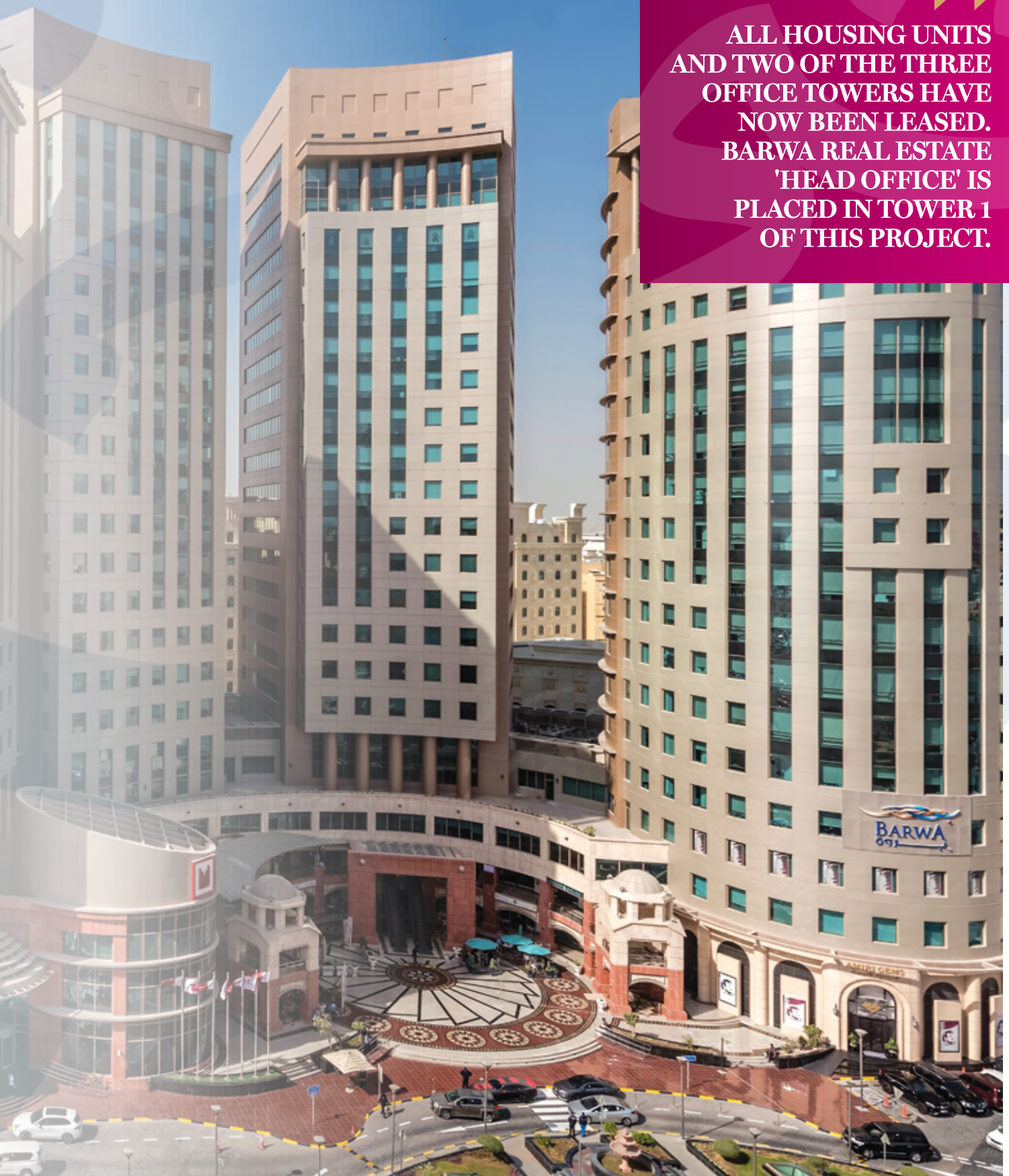


Barwa Al Sadd is a mixed use development covering an area of 27,654 square meters. The project comprises of 3 office towers (two of 21 floors and one of 18) All are surrounded by a three level podium – two levels for retail and one for office spaces.

The development also includes three apartment buildings with total 261 flats; 129 of which are 2 bedrooms and 132 are 3 bedrooms. It incorporates a lower ground floor and 11 upper floors (G10+) that provide a total of 87 flats per block, a 3 storey recreational building, 2 basement levels, a 5 storey car park building; accommodating 1,702 cars and a utility building.

All housing units and two of the three office towers have now been leased. Barwa Real Estate 'head office' is placed in Tower 1 of this project.

**ALL HOUSING UNITS
AND TWO OF THE THREE
OFFICE TOWERS HAVE
NOW BEEN LEASED.
BARWA REAL ESTATE
'HEAD OFFICE' IS
PLACED IN TOWER 1
OF THIS PROJECT.**





MASAKEN MESAIMEER AND MASAKEN AL SAILIYA

◆ Masaken Mesaimeer and Masaken Al Sailiya are designed to provide high quality affordable community housing. Built on two separate sites, which together comprise a total area of 400,000 square meters, the two developments consist of 62 residential buildings, offering 1,984 two and three bedroom residential units. The developments also feature playgrounds, health clubs, nurseries, a supermarket and green areas.

BARWA AL KHOR PROJECT- SHELL STAFF HOUSING

◆ This residential project extends over 138,000 square meters. It consists of 50 villas and 300 apartments. It also features a clubhouse, a child daycare, a supermarket and a mosque. The project was completed in the third quarter of 2016 and was rented and handed over to Shell Company.



BARWA AL BARAHA



Extending over 1.8 million square meters in the Industrial Area, Barwa Al Baraha is a development project and it has been divided into three phases:

Phase One: This consists of 64 premises for the accommodation of 50,000 laborers and technicians, together with restaurants and retail shops. This phase has been fully completed and is currently operational.

Phase Two: This phase is under construction and includes the area adjacent to workers accommodation project which was formerly called “Truck Parking”. On a plot area of 684,134 square meters, the project offers suitable spaces to be used as warehouses for small and medium enterprises and also offer mechanical and electrical

workshops to meet the needs of craftsmen in the Industrial Area. It includes the construction of 573 warehouses, and 135 workshops on a built up area of 193,000 square meters. It is expected to complete this phase in the beginning of 2019.

Phase Three: This phase is under design and it is expected to be completed in the second quarter of 2021. On a plot area of 522,648 square meters and a total built-up area of 473,952 square meters, the project consists of one and two bedroom apartments, retail options, hypermarket, health center and a mosque.



BARWA VILLAGE



Located in Al Wakra, Barwa Village is a mixed-use development that reflects Barwa's commitment towards communities living outside Doha.

Spreading over 400,000 square meters with a built-up area of 186,000 square meters, Barwa Village consists of 18 commercial and residential complexes that offer 918 retail units, 96 studio apartments, 262 one-bedroom apartments and 100 two-bedroom apartments.

Project facilities feature a health club, an international school, a nursery, a medical clinic, a shopping center, a market, a mosque, restaurants, car parking facilities and a range of green spaces.

Once fully completed in 2010, Barwa Village project soon achieved high occupancy rates. For that reason, the Group is expanding the project through the development of an additional building stretching on a land plot of 11,000 square meters. The total built up area is 34,492 square meters with residential units and retail shops in addition to a hypermarket. The overall expansion will offer a total of 71 shops and 177 different sized residential units. The project is currently under construction and it is expected to be completed in the third quarter of 2018.



**THE GROUP IS
EXPANDING THE
PROJECT THROUGH THE
DEVELOPMENT OF AN
ADDITIONAL BUILDING
STRETCHING ON A LAND
PLOT OF 11,000 SQUARE
METERS.**



AL KHOR WORKERS SPORTS COMPLEX



A recreation facility in Al Khor Industrial Area aims to improve the quality of life of the workers by providing integrated leisure and sports facilities. It features four cricket fields, four football pitches, three volleyball courts, four basketball courts and four kabaddi fields. It also includes a supermarket, 35 shops, 2 open-air cinemas, a mosque, a plaza area and other facilities. The complex hosts numerous events and sports activities and it has been utilized by several government and private corporations like the Ministry of Interior which Barwa collaborates with to organize yearly program for workers. Covering all national and sports events in Qatar, the number of visitors of the program has exceeded 878,000 during 2017. Due to the project's success in meeting the needs of the labor sector, the Group is currently

working on expanding it by adding a new phase which upon completion will provide 216 one-bedroom apartments, 300 two-bedroom apartments, 8000 square meter hypermarket and 300 square meter multi-purpose hall. On a plot area of 69,757 square meters, the construction includes all infrastructure works that consist of one electrical substation, internal roads with parking lots for cars and buses, networks for potable water, firefighting systems, irrigation, storm water and foul water with their respective tanks. Furthermore, it will include CCTV surveillance and security rooms as well as pump rooms and a surrounding fence. With a total built-up area of 53,639 square meters, the construction work is expected to start in the first quarter of 2018 and will be completed in the third quarter of 2019.



BARWA AL DOHA COMPLEX



The project is located in Al Doha Al-Jadeeda on A-Ring Road which is a three-minute drive from the heart of Doha. It will be developed on a total area of 48,000 square meters.

Designed to be one of a kind project in Qatar, it consists of two parts: one residential and the other commercial and each has its own entrance to avoid traffic congestion ensuring privacy for residents who will enjoy comfortable family environment in the central greenery interior spaces of the complex. Extending over an area of 5376 square meters on

the ground floor, the commercial part of the project will include a number of shops, restaurants and public facilities. Once completed, the residential part of the project will comprise of 11 floors containing one, two and three bedroom apartments, in addition to underground car parking. It is expected to complete the project during the second quarter of 2021.



MADINAT AL MAWATER



Madinat Al Mawater will be the main destination for all used car-related services, including sale, purchase and maintenance. Located in Rawdat Rashid near Salwa road intersection, the project extends over a land area of 1,150,000 square meters.

It provides used car showrooms, residential accommodations, workshops, in addition to retail shops. It also offers essential facilities and services such as offices for the Traffic Department and Civil Defense, banks, car insurance companies as well as a petrol station and car technical testing service. Madinat Al Mawater comes as one of Barwa Group's projects aiming to serve both community and economy of the State of Qatar. Barwa Real Estate will develop the project over the duration of four years to benefit from it through the BOT system (Build-Operate-Transfer) for 30 years.

Phase One of the project has been completed in the second quarter of

2017 to include 60 used-car lots, 10 retail shops, 176 different sized apartments, shops, workshops and a petrol station, in addition to all the infrastructure work.

Due to the growing leasing demands on the project, Barwa Real Estate has started the construction of Phase Two with a total built up area of 35,607 square meters, including 59 used car showrooms, 176 residential units, 10 retail shops and 5 workshops, in addition to the necessary infrastructure. Furthermore, it will include Car Inspection Service (Fahes) on a plot area of 26,000 square meters. The construction works for Phase 2 A are expected to be completed in July 2018.

**MADINAT AL
MAWATER COMES
AS ONE OF
BARWA GROUP'S
PROJECTS AIMING
TO SERVE BOTH
COMMUNITY AND
ECONOMY OF THE
STATE OF QATAR.**



MUSTAWDAAT PROJECT



Located in Um Shahrain area, the project's plot land is 500,000. It provides low-cost warehousing areas with a total built-up area of 259,446 square meters, including 131,671 square meters of dry storage areas, 62,812 square meters of air-conditioned storage areas, 36,992 square meters of chilled storages areas, and 19,028 square meters of freezer storages. The project also includes a residential compound for the accommodation of workers employed in it with a total plot area of 7655 square meters, in addition to 532 square meters of offices and a total of 38 retail shops on a plot area of 1,676 square meters and a 700 square meters mosque.

The infrastructure works of the

project comprised of 13 electrical substations, internal roads with loading and unloading areas, networks for potable water, firefighting systems, irrigation, storm water and foul water and their respective tanks. Furthermore, it includes CCTV surveillance, pump rooms, security rooms, and a surrounding fence. The total built-up area of the project is 273,311 square meters. The project is in the testing and commission stage and is fully leased.

The development of this project was successfully awarded to Barwa Real Estate Company as one of four logistic projects that were awarded to a number of developers in 2015.

**THE TOTAL BUILT-UP
AREA OF THE PROJECT
IS 273,311 SQUARE
METERS. THE PROJECT
IS IN THE TESTING AND
COMMISSION STAGE
AND IS FULLY LEASED.**



DARA PROJECT



The project, located in the northern part of Fox Hills Zone in Lusail City, is being developed as a residential complex on a total plot area of 147,000 square meters. It has been divided into two phases:

Phase One: Dara A Project: On a total area of 16,415 square meters, the project which is currently under construction comprises of four residential 5 story buildings of 271 varying size units with a total built up area of approximately 41,112 square meters and one-level car parking with a total area of 13,513 square meters. Construction works have started in September 2016 and it is expected to be completed in the second quarter of 2018.

Phase two: Dara B-F Project: Project originally contains 53

plots with total land area of 130,800 square meters, due to design optimization the 53 plots are amalgamated to 17 plots, the project is comprised of mixed-use developments with a total built-up area of 440,883 square meters. It is expected to offer 1820 units of different sized residential apartments with underground car parking. The project will also feature commercial shops with built up area of 29,183 square meters and green areas for both residents and visitors. It is expected to be completed in the first quarter of 2021.



LUSAIL PROJECT



Located in the northern part of Lusail City, the project spans over 3,475,863 square meters. It is being designed to become one of the most important integrated and vibrant residential projects in Qatar.

The innovative design of the project will combine both contemporary and traditional architectural features, while taking into account a balanced distribution of its buildings. The city will be home to all different sized villas, including three, four and five bedrooms, in addition to one, two and three bedroom apartments.

Once completed, it will also offer a number of commercial buildings, retail shops as well as communal facilities, a hotel, schools, a mosque and different sized areas of greenery. The project construction work is expected to start in the third quarter of 2018 and be completed in the second quarter of 2022.



AFFORDABLE HOUSING DEVELOPMENT FOR LABORERS



Located on Salwa Road, the project aims at developing an integrated residential city for laborers. It will be constructed on a land area of 994,567 square meters.

The project covers the construction of 3170 residential houses, each comprising of 8 bedroom units with 8 toilets, and one kitchen. In addition to that, it will include shops and mosques with project total built-up area of 730,728 square meters. Moreover, the construction will focus on providing full services covering

all infrastructure works of 25 power substations, internal roads, potable water, irrigation, fire and sewage networks as well as CCTV cameras. An adjacent land plot of 183,538 square meters is allocated as parking lots for buses, in order to reduce traffic congestion within residential areas.

The project was designed to ensure the privacy of the city's residents as it includes a private courtyard for each house, allowing its residents to enjoy the outdoor activity while ensuring their privacy. The traditional Arab style of the residential units is compatible with surrounding environmental conditions.

The project comes as part of the efforts to improve the housing standards of workers in Qatar and meet the needs of the local market in line with the objectives of Qatar National Vision 2030 and Qatar's preparations for hosting the 2022 World Cup, through developing a sustainable residential environment in terms of quality and security and providing all required services and facilities. The project was launched in December 2017 and will be completed in 12 months.



**THE PROJECT
WAS DESIGNED
TO ENSURE THE
PRIVACY OF THE
CITY'S RESIDENTS
AS IT INCLUDES
A PRIVATE
COURTYARD FOR
EACH HOUSE.**



AL AQARIA REAL ESTATE PROJECTS



Al Aqaria is the largest subsidiary that is fully owned by Barwa Real Estate Group. Focusing on developing residential projects in the industrial areas of Qatar, the most prominent projects of Al Aqaria include:

AL AQARIA TOWER

Established in 2008, the administrative tower which accommodates the Company's headquarters, is located on Museum Street in Old Salata Area. It is composed of a ground floor, a mezzanine and 14 floors, including furnished and unfurnished administrative offices with multiple rental sizes. The building also provides different services such as 24 hour security and maintenance services.



ASAS TWIN TOWERS

Located on Embassies Street in West Bay, the residential towers were established in 2004. The towers, directly overlooking the sea, are composed of fully furnished family apartments, containing 2,3,4 and 5 bedrooms. They also provide various services, including central air conditioners, free Internet access, cleaning services, swimming pool, Jacuzzi, steam room, meeting room, Gym, games and entertainment rooms, as well as a restaurant, supermarket, laundry services, limousine service, ATM service, business center, a beauty center and more amenities and services.

RAS LAFFAN PROJECTS - PHASE 1

The labor accommodation in West Side Relic is one of the projects aiming at supporting the industrial areas in Qatar. The project comprises of 4 labor accommodation blocks, consisting of two floors, in addition to the ground floor. Al Aqaria also developed 4 other accommodation blocks for Senior and Junior Staff, a two-storey building for dining halls, a mosque and a commercial block.

**ASAS TWIN TOWERS
IS LOCATED ON
EMBASSIES STREET
IN WEST BAY. THE
RESIDENTIAL
TOWERS WERE
ESTABLISHED
IN 2004.**



AL AQARIA PROJECT MESAIEED

Al Aqaria has diversified real estate projects in Mesaieed. The company has completed the development of six labor accommodation villages on six phases. Altogether, the total accommodation units of the villages are 2072 laborer units, 1165 juniors, and 371 seniors, in addition to 3 VIP senior rooms. Each village features a number of services and recreational amenities, including Mess Halls, supermarkets, playgrounds, recreational halls and a mosque.

Moreover, Al Aqaria started to operate Dunes Mall in 2002 after completing its development. Located in the heart of Mesaieed near the big Mosque, the mall is composed of 48 multiple service shops such as banks, hypermarkets etc.

In the beginning of 2014, Al Aqaria completed the development of Souq Mesaieed. Located in the heart of the industrial city with all its premises overlooking the main street, the project spreads over an

area of 45,000 square meters and comprises of 3 blocks (G+M3+ floors), including 96 shops, 70 office units, 138 flats, in addition to car parking that accommodates up to 657 cars for both tenants and customers.

Meanwhile, the Company is currently developing the main recreational club building of Mesaieed Business & Recreation Complex as the scope of work includes construction, completion and maintenance of the building with all associated amenity facilities and infrastructure work.

The main building contains multipurpose hall, banquet, conference and indoor sports halls, in addition to gymnasium, VIP lounge, indoor sports courts, indoor swimming pool, indoor steam and sauna, main kitchen and restaurants with other amenity facilities. External works include an outdoor swimming pool, outdoor tennis court and parking (covered and exposed), as well as landscaping works.





DUKHAN CITY PROJECTS

Al Aqaria has different projects in Dukhan city that include Al Aqaria Labor Village Zekreet which was completed in 2009 and has 200 labor units and 48 junior units. In 2010, the company has completed Al Aqaria Garden – Dukhan that consists of 24 flats. In 2008, it completed the development of Souq Dukhan that includes 48 commercial shops, offering diversified services, as well as Souq Zekreet which is close to Dukhan Highway, which includes 30 flats and 39 different sized shops.

Al Aqaria developed a number of projects in Dukhan City, including Dukhan Housing – Packages (1,2,3) and Dukhan Community Center that consists of a bowling alley, electronics game area, indoor sports area, multi-purpose lounge, coffee shop, community library, function hall, management offices, storage areas and aintenance areas with associated infrastructure and with an overall plot area of 9,633 square meters.

AL KHOR PROJECTS

Al Aqaria is currently developing two projects in Al Khor, including Al Khor Housing project Package (09) Zone 2 & Zone 4 that is comprised of 110 Villas clubbed into 55 buildings, and a Friday Mosque. The other project that Al Aqaria developed in Al Khor is Housing project Package (08) Zone 12, which includes six buildings of 72 flats on 3 floors. External works of the project comprise of hard and soft landscaping, in addition to plumbing and electrical installation.





WASEEF



Waseef, a subsidiary of Barwa Real Estate, is one of the largest fully integrated property and facility management services companies in Qatar.

Waseef provides extensive property management and facility management operations to Barwa's real estate projects, which include Masaken Mesaimmer, Masaken Al-Sailiya, Barwa Village, Barwa Al Sadd, Al Baraha Workers Accommodation, Barwa Al Khor-Shell Housing Development, and Al-Khor Workers Sports Complex. In addition to these developments, Waseef extended its quality service offerings to external

clients with prominent projects, such as Museum of Islamic Arts, Commercial Avenue and Al Furjaan Markets for the past years.

During 2017, Waseef has been awarded with several new projects, adding additional landmarks to its massive portfolio, such as:

MANATEQ / ECONOMIC ZONES

Waseef signed a new contract worth QR 68.6 Million with Economic Zones Company in Qatar (Manateq) in March 2017. Waseef shall handle Manateq's various zone locations as a total facilities managing agent for a period of three years.



AL FURJAAN MARKETS

Waseef has recently signed a new contract with Qatar Development Bank to manage Al Furjaan Markets effective 10th November 2017. Accordingly, Waseef shall handle Al Furjaan's 44 market locations, from 23 locations previously, and provide the same services, such as Lease Management, Fit-out Management, Property Management and Facilities Maintenance.



THE COMMERCIAL AVENUE

Waseef has submitted its new offer to Labregah Real Estate Company in August 2017 for the continuous provision of its property management services and facilities maintenance works to the Commercial Avenue project located along Muntazah Road. The proposal was approved, and the client is preparing its contract with Waseef for another three-year term.

UMM SALAL FISH CENTRAL MARKET

Waseef signed a new contract worth QR 11.1 Million with the Ministry of Economy & Commerce in September 2017. This is in line with the provision of facilities management services to Umm Salal Central Fish Market for a period of three years.



MADINAT AL MAWATER & BARWA AL BARAHA

Waseef started managing Madinat Al Mawater project in mid2017- and promptly achieved over 90% occupancy rate for its commercial shops by November 2017. Waseef is targeting the escalation of the occupancy of its residential units as well, and currently seeking various prospects within the sector.

Waseef considered 2017 as another successful year for the company. As of November 2017, Waseef has effectively leased Al Baraha Project, and achieved occupancy rates of over %72 for residential units and %91 for commercial shops. Waseef also applied a new system for catering and laundry contracts for Al Baraha Project. Lastly, Waseef has undertaken rehabilitation exercises this year to a number of Barwa projects so as to upkeep the properties image and prolong its lifecycle.

INTERNATIONAL INVESTMENTS



SHAZA HOTELS INVESTMENT COMPANY

Shaza Hotels Investment Company (SHIC) was established in 2006 to invest in the leisure and hospitality sector, and in particular a niche Shari'a Compliant hotel brand focused on the MENA region. Currently, Shaza owns a number of assets in KSA, Bahrain and Morocco. In partnership with Kempinski Hotels and Resorts, the company has embarked on the development of a portfolio of hotels across Europe, Middle East and North Africa regions under the "Shaza Hotels" brand. Shaza stands out amongst hotel brands as it is designed specifically with the preferences and characteristics of intra-regional travelers in mind.

NUZUL HOLDINGS

Nuzul Holdings focuses on the "serviced apartments" concept within the hospitality sector. The group currently owns 118 unit Somerset Juffair serviced residencies in Manama, Bahrain. The company also owns the top 6 floors of Al Jewar Tower in Makkah, KSA.

Nuzul has signed a 10-year management contract for the properties with Singapore-based Ascott International.



OTTOMAN PROJECT

The Ottoman project is built on a 13,500 square meter plot of land. Phase 1 consists of 287 luxury residential apartments in Istanbul's Zeyeteburnu area in Turkey, of which the majority have been sold. Additionally, the project includes a hotel with 133 keys and retail space. Phase 2 includes a new building with 62 luxury residential apartments that have retail shops at the ground level.

CAVENDISH SQUARE PROPERTY- LONDON

Boasting a sought-after location overlooking Cavendish Square, this building dates back to the forties of the 18th century. It extends over 11,156 square feet equivalent to six floors of premium serviced office space.



ASTRAKHAN RETAIL PARK-RUSSIA

The project is a 50-50 partnership deal between Barwa Real Estate and Bauninvest Company in Russia, spreading over a land area of 150,000 square meters in Astrakhan city. The project includes retail shops and a number of restaurants with a built-up area of 95,096 square meters.

LARNACA LAND-CYPRUS

The land plot of 54,670 square meters is located in Larnaca Bay, southern Cyprus in the heart of the island's touristic quarter near the city of Larnaca. The land is expected to be a tourist village with various sizes of housing sold as vacation homes for international buyers.

NORTH ROW PROPERTY-LONDON

North Row property is located in the prestigious Mayfair Area of London's West End, near Oxford Street. It was redeveloped and thoroughly refurbished in 2013 into high quality offices on an area totaling 24,017 square feet.

RIYADH LAND PLOT-KINGDOM OF SAUDI ARABIA

Located in Al Janadriyah District in the Saudi capital city of Riyadh, the vacant land plot extends over an area of 2,216,060 square meters. The Master Plan of the land includes constructing an integrated residential and commercial neighborhood.

INDEPENDENT SUBSIDIARIES



QATAR REAL ESTATE INVESTMENT COMPANY (AL AQARIA)

Established in 1995, Al Aqaria is the group's largest subsidiary focusing on developing residential projects in industrial areas of Qatar such as Dukhan, Mesaieed and Al Khor. Al Aqaria built a major presence in Qatar and is now working on around QR 150 million worth of projects under construction and QR 1.7 billion worth of projects in the pipeline.

WASEEF

Waseef is a subsidiary of Barwa Real Estate Group and is one of the largest fully integrated asset, property and facility management service companies in Qatar. With a mission to extend its management services in Qatar and internationally, Waseef has emerged as a leading property and facility management services company that is able to offer high quality services for each stage of a property's life cycle. Services include asset, property and facility management for a number of iconic Barwa projects.





QPM

Established in 2008, Qatar Project Management (QPM) is one of the region's premier project management companies and the first Qatari firm in the field. QPM provides world-class real estate and infrastructure project management services with a focus on ensuring project efficiency. The company is well positioned to provide services for civil infrastructure, commercial, leisure, real estate, and residential projects within the growing global marketplace. QPM's international and local expertise is grounded in a full range of professional project management services including project management, design management and construction management. QPM is currently managing a number of mega projects in Qatar and international markets.

QPM PROVIDES WORLD-CLASS REAL ESTATE AND INFRASTRUCTURE PROJECT MANAGEMENT SERVICES WITH A FOCUS ON ENSURING PROJECT EFFICIENCY

COMMITMENT TO COMMUNITY



Barwa is well aware of the significant role of national companies in building integrated communities and achieving a decent life for all different categories of the community. Thus, Barwa continuously seeks to contribute effectively to all aspects of life that serve the society by enhancing partnership with the state in a number of real estate initiatives, and adopting an architectural philosophy that transcends the concepts of real estate investment in many projects, resulting in innovative residential solutions that meet the requirements of various social groups at competitive prices.



WORKERS' WELFARE

Barwa Group pays a great deal of attention to the labor sector as it is considered an important category with significant contributions to the urban and economic development of the state. Also, as a result of the acceleration of development in the country, there is a high demand for various real estate initiatives and relevant services so as to raise the living standards of the lower income community.

Barwa seeks to implement this strategy by providing real estate solutions to serve these categories, while providing all services and facilities required to achieve a sustainable residential environment in line with the objectives of Qatar National Vision 2030. The Affordable Housing Development for Laborers on Salwa Road is the latest project to be launched for workers by Barwa. The project, launched in December

2017, includes 3170 residential homes in addition to all the required services and facilities.

This project is the second labor city to be developed by the Group after Barwa Al Baraha (Labor accommodation) project, which is located in the Industrial Area. It consists of 64 buildings, accommodating 50,000 workers and technicians and provides all the recreational and health services for its residents.

Also, Al Khor Workers Sports Complex is the third project that serves this category and includes all the facilities and sports services. It hosts many entertainment and sports events organized by the company in an annual program, in addition to the initiatives launched for workers such as celebrating the International Labors Day and national and religious celebrations. The number of visitors to this project exceeded 878,000 visitors during 2017.

SPONSORING QATAR NATIONAL DAY CELEBRATIONS

Barwa is keen to participate in supporting and sponsoring the activities and celebrations of Qatar National Day out of its belief in the role of these celebrations in promoting loyalty, solidarity and national unity, in addition to pride in the Qatari national identity. Barwa Group has contributed to sponsoring National Day 2017 celebrations among 27 others

Moreover, the National Day accompanied activities were held at Barwa Al Baraha - Workers accommodation, where a special program for the Asian communities in the country was organized, in collaboration with the Department of Public Relations and the Ministry of Interior. This is in addition to organizing entertainment and sports activities in the Al Khor Workers Sports Complex, in which thousands of workers from different nationalities and cultures participated.



SAFETY & SECURITY

Barwa long excelled in providing the highest levels of security and safety at its developments for its employees, workers, customers and tenants through setting standards for application and inspection and conducting raising awareness activities. The safety and security of the tenants is on the other hand very significant to the group. Waseef, one of Barwa's Subsidiaries that handles property management, is keen on implementing safety and security measures set by the government in order to ensure a safe living environment for the tenants. Barwa's various projects provide guards and CCTV cameras 24/7 for extra surveillance of the properties. A firefighting system is in place in

all projects which is maintained throughout the year.

The most important of all Barwa's activities in the field of security and safety is the sponsorship of some of the initiatives launched by the Department of Civil Defense and the Ministry of Interior. The most important of which is the Safe House program, which aims to raise awareness among all categories of the society on safety and prevention requirements inside houses. Barwa also continues to sponsor the Civil Defense Media awareness car equipped with screens, educational movies and specialized library, targeting the public during the national celebrations to provide them with necessary safety training.

NON-PROFIT SOCIAL INITIATIVES

Barwa has been keen to contribute effectively to the development of residential solutions characterized by low budget and high quality to meet the needs of all categories of society. This is clearly demonstrated in Barwa Village and Masaken Mesaimeer and Al Sayilia. Moreover, Barwa has taken advantage of some of these projects to serve community initiatives in collaboration with the Ministry of Administrative Development, Labor and Social Affairs. Barwa also continues its charity contributions that are made in favor of families in need and initiatives aimed at elderly citizens.



CONNECTING BUSINESS TO OUR DEVELOPMENTS

Barwa is actively seeking to interact with corporate and business clients. Our tenants enjoy special privileges, competitive prices and sufficient grace periods to equip leased commercial units. For example, Barwa has created a unique mechanism to lease Phase One of Madinat Al Mawater, in which it sought to attract all investors in the used car sector and provide a common ground for understanding, agreement and contracting, which serves all parties including the consumer.

It's worth mentioning that the mechanisms used to contract and lease commercial units vary according to the nature and size of the projects. This variation in contracting mechanisms provides a healthy and appropriate environment to achieve the objectives of each project.

HELPING PEOPLE ACHIEVE THEIR DREAMS

In addition to its activities as a real estate developer, Barwa continuously seeks to achieve real estate integration through its subsidiary "Waseef", providing all facilities and services within the group's projects to achieve a sustainable residential environment that meets the needs and requirements of the residents and visitors.

Waseef plays an important integrated role and covers a wide range of property management, facility management, leasing and sales activities by providing an integrated customer service 24/7. The tenant can use these services through different platforms such as call centers, websites and social media networks. Waseef also makes its various services available to costumers through its digital platforms and promotional marketing campaigns. It also provides excellent rental solutions with regular maintenance services that ensure a decent lifestyle for its customers.

OUR EMPLOYEES



Barwa team are the key to the success of our business. Hence, in Barwa we respect and value the individuality and diversity that every employee brings to the business and we are keen to create an environment of mutual respect, transparency, and teamwork. Additionally, we seek to implement a distinctive approach of human capital enrichment in order to achieve our strategy and objectives. This requires having a national caliber with a high standard of proficiency, knowledge and energy, and being able to commit to the group's objectives and plans, to support Barwa as a key player against the wide competition in the real estate market.



SKILLED CALIBRE

Barwa team has diverse educational and professional backgrounds, bounded by a shared passion for problem solving, a drive to have a significant contribution to the business and capabilities to manage and cope with change and thus provide positive impact on the business. Dedicated employees make the greatest contribution to our efficiency, culture and results. Ultimately, they deliver value to our consumers, customers and all stakeholders. In Barwa, we encourage the team to be creative and innovative in generating new ideas, solving problems and promoting continuous improvement by participating in training and development programmes varying between soft skills and technical training. During 2017, most employees at Barwa were provided with development and leadership programmes. This year we aim to retain our best talents based on new company directives and provide them with a wide range of training and development programmes.

QATARISATION

Barwa is committed to supporting the Qatar National Vision 2030, which aims to develop Qatari nationals in order to achieve Qatar's long-term development and prosperity. Building a successful business environment and prosperous nation requires the support of an exceptional and dedicated team who are committed to maintaining the quality and consistency. We therefore focus on the nationalization of key positions through performance based learning and continuous development. To date, Qatarisation measures around 51% of the total headcount where most of the senior management positions are occupied by Qatari nationals.

EMPLOYEE WELL-BEING

We place the highest priority on the health and safety of our employees. Barwa promotes periodic health and safety awareness campaigns and provide employees with a safe and ergonomic office environment. Barwa therefore sets up solutions and standards of real estate with the health and safety measures in accordance with the specifications provided by the Civil Defense Department in Qatar.



