

AL HASSAN ENGINEERING COMPANY

In growth mode

A focus on quality and timely delivery has seen Al Hassan Engineering Company gaining marketshare in a short span of time

The company concentrated on a planned and focused approach in its core strength areas in the year 2009. The strategy produced the desired results giving Al Hassan Engineering an improved marketshare despite the economic turmoil of 2008 continuing into 2009.

Milestones

1. The company won two major project contract awards – one, the 260 MW Amal Power Plant Project, an EPC contract from PDO – this is a notable achievement as it is the first time that a power plant project has been awarded on an EPC basis to a local Omani company.
2. Second, a full construction package contract including civil works, structural, mechanical, piping, electrical and instrumentation erection work for a gas Depletion Compression facility being constructed for PDO at their Kauther site by the main international EPC contractor, Petrofac. This is a significant contract not just by its value as it continues to build on the company's long standing relationship with PDO and opens new business opportunities with the internationally acclaimed EPC contractor Petrofac.
3. Al Hassan quality assurance procedures have been ISO qualified since 1997. In 2009, it has successfully been accredited with the latest version, ISO:9000: 2008 certification.
4. The company has been successfully carrying out its daily business activities without any Lost Time Injury (LTI) incident. As in 2008, this year was also a year in which we achieved an unblemished record of "zero LTI". During the course of the year, the company has driven 14.6 mn kms and has achieved 12.3mn man-hours for various projects without any LTI.

Looking ahead

For the year 2010, we will continue and take forward the strategy developed and being implemented since 2008. In addition we will look to further develop and refine our business portfolio and operational effectiveness to include – greater utilisation of our considerable experience and expertise with further concerted efforts in securing EPC contracts by forging strategic alliances, further development into related areas in the UAE, cost reduction initiatives, synergisation of operations and improved procurement strategies to maintain and enhance our competitive position.



Peter Hall

CEO, Al Hassan Engineering Company

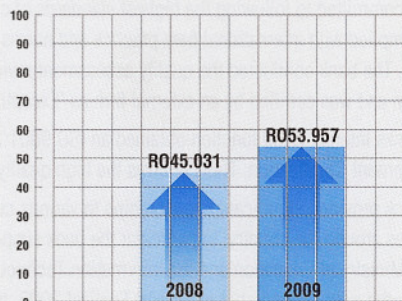
"Due to increased industrial activity in the oil and gas sector in the UAE, we expect additional investments to be made in power generation, electrical transmission and distribution. With the experience gained on previous projects we are confident of securing more such jobs in the market"

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Numbers at a glance

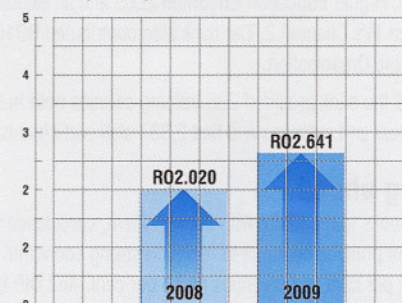
Revenue (in million)

Growth: 19.82%



Profit (in million)

Growth: 30.74%



OER TOP 20 RANK

2008 - 20 2009 - 16