

AL HASSAN ENGINEERING CO. SAOG

# FIRING UP ECONOMIC GROWTH

THE CORNERSTONES FOR AHEC'S SUCCESS IN PROJECT EXECUTION ARE ITS EXCELLENT CAPABILITIES IN HSE, QUALITY, RESOURCE MANAGEMENT AND MOBILISATION OF BOTH MATERIAL AND MANPOWER

**A**l Hassan Engineering Co. SAOG, started its life as a small construction office in 1982 and over the relatively short period, it developed into a fully fledged and well respected engineering, procurement & construction (EPC) company.

AHEC currently operates in three main business sectors: oil, gas and petrochemicals; power generation, transmission & distribution; civil construction & water/ wastewater treatment. In all of these sectors, the company either operates as the main EPC contractor or as a chosen construction service provider in the areas of civil construction, mechanical/ structural/ pipework construction installation and electrical & instrumentation equipment installation and commissioning. These apart, Al Hassan also provides



Peter Hall, CEO, Al Hassan Engineering Co. SAOG

maintenance services across the sectors.

In last three decades, AHEC have successfully completed almost 100 small/ medium/ large sized contracts for leading Omani organizations such as PDO, ORPC, OGC, MHEW, OETC, Haya Water as well as for international contractors such as GS E&C, SNC Lavalin, Hyundai Rotem, and more lately Siemens, Petrofac and Technip. In all the segments of power, oil, gas, petrochemicals and water, AHEC's market share is in line with its targets.

#### **BUSINESS SO FAR**

AHEC's contract income has been higher in 2011 and the same trend is expected to continue for the year 2011, though new contract acquisition remains a challenge; however, there are a number of opportunities being pursued in both Oman and UAE. In 2010, AHEC's business grew an approximate 11 per cent by volume and 13 per cent in net profit before tax over 2009.

#### **GROWTH STRATEGY**

Building on its EPC business across all sectors, in addition to further developing its contracting services business through its growing business relationships with the major global EPC contractors, working both in the Sultanate and in the UAE, is part of AHEC's growth strategy.

Since 2009, the company has diversified into execution of major civil works and water & waste water management projects. One such example is the Civil work for the STP project at Seeb near Muscat, the largest so far in Oman. AHEC has recently succeeded in securing the registration with the Royal Court Affairs (RCA) for the Construction Works & Public Authority for Electricity & Water (PAEW) for Water Pipelines.

In 2010, the decision of exploring and entering the renewable energy

## **Four major new project contract awards**

### **Saih Nihayda Depletion Compression Project**

PDO selected GS E&C of South Korea as their EPC contractor for executing the Depletion Compression project at Saih Nihayda. In turn GS E&C awarded major portion of its construction work to AHEC.

### **Barka-3 Independent Power Project (IPP)**

Oman Power and Water Procurement Company selected GS E&C as EPC contractor, along with a consortium of developers, to set up a 750 MW capacity IPP at Barka. AHEC entered its fifth contract with GS E&C by securing the Civil & Building works.

### **Long Term Power Supply (LTPS) project**

As part of its major expansion plans, Occidental Mukhaizna LLC awarded the contract to AHEC for executing this prestigious project on EPC basis.

### **Asab-3 GASCO Project**

In Abu Dhabi, EPC Contractor Technip of France, awarded multi-million dollar contract to AHEC to undertake Civil and Building works for GASCO Gas Processing facility at Asab.

market was made. In this regard, AHEC – Abu Dhabi has succeeded in securing the qualifications as general contractor with Masdar for major workgroups which include, General Civil Works, Power and Communication Line & Related Structure, Structural Steel Contractors and Mechanical, Electrical, Plumbing (MEP).

#### **CORE COMPETENCE**

The cornerstones for AHEC's continuous success in project execution are its excellent capabilities in HSE, quality, resource management and mobilisation of both material and manpower.

The Company is ISO 9001 certified since 1994; and is now recertified for the latest ISO 9001: 2008 version for both Oman & UAE operations by AIB Vincotte International. Also, AHEC Oman has been awarded

the prestigious American Society of Mechanical Engineers (ASME) "S" and "U" stamps for Fabrication of Boilers and Pressure vessels in September, 2008.

#### **OMANISATION DRIVE**

Omanisation is one of the key priorities for Al Hassan and has won the coveted Green Card from the Ministry of Manpower. The company strives to develop not only the basic skills but also to cultivate leadership in Omanis. A structured Mentoring and Coaching Program is put in place to ensure that the Omani Engineers are developed so as to serve the critical positions in the company. The company has been successful in launching a 3-month Management Trainee Program which provides a unique opportunity for Omani graduates, who aspire to build a long-term career. AHEC also actively participates in Career Fairs at all leading Higher Education Institutions to scout for new talent.

#### **EXPANSION PLANS**

The UAE operations has successfully pre-qualified itself with leading oil & gas companies of ADNOC Group, DEWA, FEWA, ADWEA and continues to bid for construction packages for various projects.

In February, 2011, AHEC UAE assumed tenancy of an 8,000sq m. plot of land at Mafraq Industrial Area. The plot has been taken on a long term lease and is being developed to provide a permanent headquarters for the regional business. The development will provide dedicated office space for around 100 staff, with space for future expansion. It will also include a store and a workshop building with associated office space, and a fabrication facility. Al Hassan is also exploring opportunities to develop its activities in selected infrastructure projects.

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