



## Corporate Profile

*Engineering Solutions*

*Through People Power*



**Al Hassan Group of Companies**

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## Message from Chairman



The Al Hassan Group has always looked beyond itself.

Right from the start its goals have included the progress of the region, people and environment. Its growth and progress have been based on the firm foundations of high integrity and professionalism with global standards for its valuable clients.

Al Hassan Group explores every possibility to bring additional and speedy prosperity in Oman generating employment and business opportunities. It sets high standards in Quality and Service through its continuous investment in technology and manpower.

The challenges faced while creating and building this diverse group have been many but all were considered opportunities to become better and reach higher levels of efficiency and performance with skills, imagination, innovation and determined efforts. It is this attitude that defines the spirit and strength of the organization.

The Al Hassan Group brand stands for vision, valor and values that it will utilize to fulfill its mission of holistic development.

**Hassan bin Ali Salman**  
Chairman

## Message from Managing Director



The Al Hassan Group is much more than a group of companies.

The Al Hassan Group has played an important role in the economic, social and human development in Oman and made a mark at the regional level with reputed clients through the quality and services that it offers consistently.

Its dedication and efforts have enabled it to have an impressive list of satisfied customers. It has created an enviable market niche through the completion of projects with the highest safety and quality, in time and on budget.

While creating and sustaining the competitive edge in the market, Al Hassan Group has fulfilled its basic commitment to adhere to human values above all and at all times. Even as it continuously upgrades its technical and managerial skills and enhances its expertise with the latest technology and practices, it pursues a holistic vision of balanced development that is in harmony with the natural and social environment.

Al Hassan Group constantly strives to raise performance levels and value through its products, projects and services. It has created a cadre of highly qualified and trained professionals who follow the highest standards to offer the best value to customers.

Even in the short span of three decades, it has a successful past filled with outstanding performances and an exciting future full of great promise.

It is with the legacy of this heritage that I am confident of taking the Al Hassan Group to greater heights at a faster speed with the support of my team.

**Maqbool bin Ali Salman**  
Managing Director

## About Us

### Introduction

Al Hassan Group, one of the leading business groups in Oman established in 1975 and employing 5000+ people is structured around 11 operating companies in Oman and UAE classified under three Strategic Business Units (SBUs), viz., Contracting, Manufacturing and Trading. Al Hassan Group also has a joint venture with Asian Paints for manufacturing Paints under Berger Brand name.

### Contracting

Al Hassan Engineering Co. SAOG  
Al Hassan Engineering Co. Dubai LLC  
Al Hassan Engineering Co. Abu Dhabi LLC

### Manufacturing

Al Hassan Switchgear Manufacturing Co. LLC  
Al Hassan Power Industries LLC

### Trading

Al Hassan Electricals Company LLC  
Hi-Tech Services & Supplies LLC  
Al Hassan Technical & Const. Supplies LLC  
Space Age Trading Company  
Al Hamas Trading Company LLC  
Al Sahwa Trading Co. LLC  
Noor Al Khaleej Trading Co. LLC

### THE VISION

Al Hassan will excel in providing engineering solutions by top performance of Manpower, Assets and Investments.

### THE MISSION

To provide quality products and services in engineering disciplines with special thrust on power, oil & gas, petrochemicals and water management, through a profitable and growing organization which exceeds aspirations of the stakeholders and contributes towards country's economic development and welfare of the society.

## Key Strengths

### Courage, Vision and Leadership

Courage, Vision and Leadership have been the powerful inspiring beacons that have guided Al Hassan Group to soar to exciting heights of success in the short time since its genesis in 1975. The Group has played its role in the development of the Sultanate of Oman through major projects in the energy sector that have provided socio-economic impetus to the nation and the entire region.

Its expertise and experience together with its immense resources give it both the capability and confidence to handle large projects while offering high quality performance and on time delivery. To ensure the highest standards of excellence, Al Hassan has made significant investments in acquiring its own Plant, Equipment and Machinery as well as in the latest technology and professional manpower as a key strategy for growth.

Its rapid growth in the last three decades through expansion and diversification has been fuelled by

its openness to global sourcing and adoption of innovative business ideas from around the world. With more than ten companies in Oman and the UAE, it employs a multi-cultural workforce of over 5000 people from 20 nationalities.

### Trust, Reliability and Quality

All Al Hassan Group companies are run by well experienced and qualified professionals, with emphasis on transparency and responsible corporate governance that have made it one of the most respected enterprises in Oman and won it several accolades for pursuing Quality and HSE initiatives.

### Alliances to add value

The Group continuously explores opportunities to establish strategic alliances. It has established association with reputed multinational principals, with a long-term perspective enabling it to offer value-added products and services to its customers.

## Competitive Advantages

### An Excellent Beginning

Al Hassan Group ensures you a mutually beneficial association that marks the beginning of an exciting, successful business relationship with a personal touch.

### Local Link. Global Standards

Al Hassan becomes your one stop source for the supply of quality products and services with high international standards of performance and efficiency becoming a critical link in your value chain for customer satisfaction.

### International Reliability

Al Hassan's offer of reputed global brands with excellent service enable you to progressively look ahead without having to look over your shoulder with worry.

Its technical skills and capabilities make it the reliable source for complex and customized projects.

### Launch and Growth

As your marketing agency in the Gulf region, Al Hassan provides the ideal platform to launch your brands into a prosperous market with a strong impact and sustain it through professional competence. With its extensive market knowledge and networks, it helps preparation of customized plans suitable for the market. Persuasive follow up and tracking with a pulse on the situation allows the plans to be on course and positively active.



## Awards And Achievements

Al Hassan Group has always focused on setting high standards of performance in quality and safety with sensitivity for protecting the environment. This is reflected in the consistent results it has achieved over the years. It aims for growth with sustainable development and is a major contributor to the economy and employment in Oman.

### AW 01 : MEED Quality Awards for Projects - 2012

National Winner in Oil & Gas for PDO Nimr-C Full Field Water Injection Project and National Winner in Power for PDO Amal Power Station Project

### AW 02 : Construction Week Oman 2012 Awards

Two Executive Awards : Construction Executive of the Year and Project Manager of the Year

### AW 03 : MEED Quality Awards for Projects - 2011

National Winner in Oil & Gas for PDO Burhan-Harmal Gas Pipeline Project

### AW 04 : OER Top 20 Award for 2012, 2011, 2010, 2009, 2008 & 2006

for featuring in Top 20 Listed Companies on Muscat Securities Market

### AW 05 : Pan Arab Web Award for 2010

for the Best Corporate Website across 22 Nations

### AW 06 : The BEST Small Project for the Year for 2007 by Construction Week

for the PTTEP Shams Gas and Condensate Development Project



Mr. Hassan bin Ali Salman,  
Chairman receiving OER Top 20 Award for 2012



*Celebration of Safety Week 2012 on completion of 50 million LTI Free man-hours*

## HSE

For Al Hassan group, health safety and environment measures are not just a matter of legal compliance but a voluntary and proactive practice. To make it a sustainable corporate activity, it has formulated a policy and outlined the guidelines that enable monitoring and betterment all the time.

Continuous training is imparted to ensure this is an ongoing process. Best global practices are constantly adopted to raise standards of performance in these important areas.

Al Hassan is committed to protect the environment and improve the quality of life through its business activities.



*Al Hassan Stall in Road Safety Expo*



*HSE Training in Progress*



*Peter Hall, CEO - AHEC receiving OSC HSE Award*



*Maqbool Ali Salman, MD signing agreement with HE Dr Ishaq Bin Ahmed Al Ruqaishi, Undersecretary, Ministry of Agriculture & Fisheries for improving earnings of rural women*

## Corporate Social Responsibility

Success is never complete without the goodwill of the community. As expected of a Group of its stature, Al Hassan has adopted the concept of Corporate Social Responsibility (CSR) as an integral part of its day-to-day activities.

Our efforts to enhance the lives of the local community start at the project site, with our recruitment and training members of the local community, empowering them with specialised skills and improving their employment potential.

To safeguard the lives of the local people, Al Hassan regularly conducts traffic awareness and community safety training.

Leveraging on its construction expertise, Al Hassan has take it upon itself to improve the local infrastructure, by repairing existing amenities from roads to drainage systems, and building new facilities for water, electricity and other necessities.

Al Hassan also conducts health and environmental awareness programmes for the local community to adopt good health and hygiene practices.



*Recruitment of Locals from a community nearby Project site*



*Recipient of Oman Green Awards 2012*



Kawther Depletion Compression Project for PDO

## Contracting SBU (Oman)

*Since its formation in 1975, Al Hassan Engineering Co. SAOG (AHEC) has achieved an impressive legacy of successfully meeting its customers' requirements and exceeding their expectations. AHEC is proud of its reputation as one of the leading EPC Contracting and Construction Companies in Oman.*

### Al Hassan Engineering Company SAOG (AHEC)



PDO Amal Power Station Project (EPC)





Overview of Utility Area - Salah Methanol Project

## Al Hassan Engineering Company SAOG

### Introduction

Al Hassan Engineering Company S.A.O.G. (AHEC), a member of the multi-million dollar Al Hassan Group started its operations as Al Hassan Trading & Contracting Company in 1975.

### Customers

Over last three decades, AHEC has successfully undertaken over 100 contracts for leading organizations in Oman such as PDO, Occidental, PTTEP, OCEP, ORPIC, OGC, OETC, Haya Water, PAEW and more recently DEWA and GASCO in UAE. AHEC has also partnered with a number of international EPC contractors such as GS E&C, SNC Lavalin, Exterran, BHEL, Stone & Webster, Petrofac, Alstom, Hyundai Rotem and TR Spain in Oman and Hyundai Engg., Siemens, Alstom, Technip & Samsung Engg. in UAE.

### Financial Strength

AHEC is the first Omani contracting company to be listed on Muscat Securities Market (Code : HECL) in the year 1998 and has consistently featured in OER Top 20 Listed companies in Oman.

### People Power

AHEC employs more than 4000 people of 20 nationalities making us one of the largest construction companies in Oman.

### Quality & HSE

AHEC has also achieved certification to internationally recognized standards in three distinct disciplines - ISO 9001:2008 for Quality Management, ISO 14001:2004 for Environmental Management and OHSAS 18001:2007 for Occupational Health and Safety Management. Every year, AHEC accrues many millions of working man-hours without Lost Time Injuries (LTI), this has been appreciated by clients through numerous awards and citations.

### Accolades

AHEC has also won a number of awards for on time and safe delivery of its projects in prestigious regional competitions conducted by Construction Week and MEED.



Sohar Aromatics Project

## Al Hassan Engineering Company SAOG

The competence and professionalism have been attracting leading multinational EPC companies to choose AHEC as their construction partner for the execution of major industrial projects in Oman

AHEC operates in sectors of Oil & Gas, Petrochemicals and Refineries; Power Generation, Transmission & Distribution; Civil Construction & Water/Wastewater Treatment. In all of these sectors, AHEC either operates as the main EPC contractor or as a chosen construction service provider in the areas of Civil & Structural, Mechanical & Piping, Electrical & Instrumentation Works and commissioning. In addition, AHEC also provides maintenance services across the sectors.

### Activities In Brief:

#### Oil & Gas, Petrochemicals and Refineries

- Beam Pumps, Flow Lines, Manifolds
- Oil Processing & Storage Facilities
- Gas Gathering and Processing Plants
- Production, Pumping & Compressor/Booster Stations
- Oily Water Disposal Plants
- Water & Steam Injection

- Petrochemical Plants - Polypropylene, Aromatics, Methanol, etc.
- Pipelines/Piping - DSS, CS, SS, PE lined, GRE, Exotic alloys, Titanium, HDPE, etc.
- Engineering & Maintenance of Process Plants
- Handling & Erection of Heavy Equipment

#### Power Generation, Transmission & Distribution

- Open & Combined Cycle Power Plants
- HRSGs, Boilers and Condensers
- Balance of Plant Equipment
- Turnkey Installation of Main Transmission Sub-stations (upto 220 kV) with advanced Sub-station Control Systems
- 220/132/33 kV Overhead Transmission Lines
- HV/LV Distribution Systems
- Installation and Commissioning of SCADA, Field Instruments, DCS & Field Bus Control System

#### Civil Construction & Water/Wastewater

- Civil & Architectural Works for Industrial Projects
- Infrastructure Projects
- Residential / Commercial Buildings
- Roads, Bridges
- Ready Mix Products
- Water/ Sewage Treatment Plants



MEI Works for 1000 MW Sohar Aluminium Combined Cycle Power Plant

## Al Hassan Engineering Company SAOG

- Water & Wastewater Pipelines
- Water Reservoirs

### Establishments:

Fabrication shop at Ghala (Muscat) and at project sites

- Manufacture of oil well manifolds, chemical injection skids, multi-port selector valve skids.
- Workshop for pre-fabrication of structure and piping

Fabrication workshop is approved by ASME and NBIC for Design, Fabrication and Repair of Pressure Vessels and Boilers.

### Industrial Yards and Camps

- Yards at Ghala for trials assemblies, intermediate site requirements
- Strategically located plant and equipment yards all over Oman
- Plant and equipment repair shops in Ghala, Muscat and at work sites
- Space for camp premises at locations near industrial areas

### Plant and Equipment

To cater to diversified projects, AHEC has made substantial investment in its own plant, equipment and vehicles. The extensive fleet of 1000+ unit includes Lifting equipment, Tankers, Trailers, Earthmoving equipment, Pipe-laying equipment, Concrete Batching Plant, Stationary equipment and heavy duty vehicles and trucks.



Civil Works for A'Seeb STP



Civil, Building & Underground Piping Works - GASCO Asab 3 Project

## Contracting SBU (UAE)

*After successfully establishing itself as one of the major players in the Contracting Business in Oman, Al Hassan Group has now established its foothold in UAE, where it has registered offices in Dubai, Abu Dhabi and Fujairah.*

Al Hassan Engineering Co. Dubai LLC  
Al Hassan Engineering Co. Abu Dhabi LLC  
Al Hassan Engg. Co. Abu Dhabi (Fujairah Branch)



Civil & Building Works - Dubailand II- 400/132 kV Substation



## Al Hassan Engineering - UAE Operations

### Al Hassan Engineering Co. Dubai LLC

Al Hassan Engineering Company Dubai LLC, is operating in Dubai and Northern Emirates since 2001, and holds the legal registrations with Dubai Chamber of Commerce and Industry and Dubai Planning Departments in addition to the pre-qualifications with the potential customers operating within its geographical arena.

### Al Hassan Engineering Co. Abu Dhabi LLC

Al Hassan Engineering Company Abu Dhabi LLC (AHEC - AUH), is operating in Abu Dhabi Emirates since 2003 and holds all the legal registrations and qualifications required to undertake its businesses in the Oil and Gas and Power sectors.

### Al Hassan Engg. Co. Abu Dhabi (Fujairah Branch)

AHEC-AUH has expanded its operations to include Fujairah Emirates, by establishing a branch office taking the advantage of its existing registrations and qualifications with ADNOC Group of Companies and ADWEA, to meet the client's legal and technical requirements.

### Pre-qualifications

The UAE Operations has successfully pre-qualified itself with ADNOC Group of Companies and the main Utilities in UAE.

### Projects Portfolio

The UAE Operations won its maiden project in 2009, securing an order from Siemens to undertake Civil Works associated with a new DEWA 400/132 kV Substation which it successfully completed in 2010.

Some of its recent projects include:

- Piping Works for GASCO NGL-4 Project
- 400 kV Substation for Shuweihat 3 IPP
- GASCO Asab-3 Project
- GASCO Buhasa Sewage Network (EPC)

### Quality & HSE

The UAE operations are certified to ISO 9001:2008, ISO 14001:2004 and OHSAS 18001:2007.





Out side view of Al Khoud Road Showroom

## Trading SBU (OMAN)

*Established as a small retail shop in 1975 dealing in electrical goods the Trading SBU, today has grown to be the largest distributor of electrical equipment, lighting products, energy management systems, transmission & distribution equipment, building construction, Oil & Gas, Petrochemicals and Water related products and services in Oman.*

**Al Hassan Electricals Company LLC**  
**Hi-Tech Services & Supplies LLC**



Inauguration of AHE Al Amerat Showroom (2011)



Network of **7** Showrooms  
& **500+** Dealers



## Al Hassan Electricals Company LLC

### Al Hassan Electricals Company LLC

Al Hassan Electricals Co. LLC (AHE) established in the year 1975 is the first instituted Company in Al Hassan Group. It has grown into one of the largest trading companies for all kinds of electrical supplies. It is considered as one of the most reliable local partners for world renowned quality products / brands in lighting, power, transmission, distribution equipments, control & measuring equipment, construction materials, etc. AHE has two distinguished business activities :

- 1) Retail & Distribution
- 2) Project Solutions

### Retail & Distribution

The retail business at AHE is handled by Stock & Sale Group (SSG).

### Stock & Sale Group (SSG)

SSG of AHE is known today as “One-stop-shop” for a variety of electrical products. Since the first Al Hassan Showroom opened in 1975, SSG division has now grown into seven strategically located showrooms and a 500 plus dealers

network across Oman. The network is supported by a fleet of vehicles, two warehouses and a team of Sales and Marketing professionals. This division has been consistently striving to bring the local consumers the most complete and differentiated shopping experience by offering spanking new and quality products from leading international brands. AHE’s products enjoy a distinct brand loyalty in the market with many customers asking for the products by its name.

Al Hassan Electricals has seven showrooms located at:

- Honda Road (Walja)
- Al Amerat
- Ghoubra
- Mabella
- Seeb
- Al Khoudh
- Buraimi

### Products Portfolio - Electricals

- Cables & Wires
- Switches & Wiring accessories
- Distribution Boards & Panels
- Switchgear Components
- Energy Meters
- Fans
- Light Fittings
- Transmission Line / Cable Accessories (Jointing & Termination Kits, Lugs, Glands, Earthing Roads, etc.)
- Water Heaters
- Energy Savers



## Al Hassan Electricals Company LLC

### Products Portfolio - Construction Materials

- Adhesives and Bonding Products
- GI Sheets
- Wheel Barrows
- Safety Tools & Tackles
- Hose Pipes
- GI Pipes & Fittings
- Pumps
- Power Tools & Accessories
- Weld Mesh / Binding Wires
- Sanitary Fittings
- Welding Equipment & Consumables
- Paint Accessories

### Logistics

AHE has warehouses in Muscat, Izz & Salalah apart from the storage area in each of the Showrooms, which are serviced daily by a fleet of distribution vehicles. Each warehouse has its own adequate inventory of more than 10,000 line items in stock that are managed by an online computer network. The automated information system links all the branches and provides an efficient service for Sales, Purchase, Inventory Control, Invoicing and Product Selection.

Al Hassan Electricals LLC has a state of the art warehouse in Muscat, spread over 7,500 sqm. The facility provides optimal storage and handling capacity primarily for the Electrical and the Hi-Tech divisions. Some of the facility's unique features include a high ceiling clearance from the floor that caters to both

two-tier and three-tier storage racking systems. It includes 3 towers- A, B and C, office, prayer halls, etc. Security and Safety have been given top priority through measures like installation of CCTV's -both inside and outside the premise, addressable fire alarm systems & Fire Fighting equipment and arrangement for 24 hours security. The warehouse stores Electricals products, Construction materials, power Tools & accessories and is managed by skilled staff to the highest standards of safety and security.

### Project Solutions Group (PSG)

AHE is also strategically involved in providing solutions & packages to the projects as Project Solutions Group (PSG) for various Lighting and Power, Transmission & Distribution, Mechanical products. Teams of well qualified professionals and experienced engineers have developed close rapport and enduring relationships with clients, consultants, contractors and nodal agencies in Oman. AHE has a world class product portfolio with principals from all over the world and an excellent track record of execution and after sales support. PSG caters to Power, Oil & Gas, Infrastructure, Utilities, Commercial, Residential & Industrial projects. PSG of AHE has following divisions:

- a) Power, Transmission & Distribution (PTD) division
- b) Specialized Lighting division
- c) Building Services Division





**300+** Power Transformers  
supplied to 120 Projects

Mabella Substation

PDO Nimr - C Project

PDO Amal Power Station

## Al Hassan Electricals Company LLC

### Power Transmission and Distribution (PTD) Division

PTD, as a part of Al Hassan Electricals Co. LLC provides a complete solution package for Power, Transmission and Distribution. PTD Division has shown a remarkable growth in business due to the excellent support and commitment given to our valued customers. With existing world class products in its portfolio from all over the world, PTD has an excellent track record of execution and after sales support. It focuses on Utility, Power, Energy, Infrastructure and Oil & Gas sectors.

#### Product Portfolio

- LV/MV Switchgear
- Transformers
- Transmission Line Equipment & Accessories
- Power, Control and Instrumentation Cables
- Uninterrupted Power Supply (UPS)
- Outdoor CT/PT
- Insulators
- Sub-station Equipment
- Explosion Proof Products
- Auto Reclosers
- Disconnectors
- Lightning and Surge Protection Solutions

- Termination Cable Kits
- Cable Tray, Glands and Accessories
- Metering Systems

#### Projects/Clients

PDO's Power Plants (Saih Rawl, Hubara, Qarn Alam, Mukhaizna, Amal), Muscat International Airport, Barka Power and Water Desalination Plant, Seeb Wastewater Treatment project, Sohar Industrial Port, Daleel Petroleum, Dhofar Power Company, Muscat Electricity Distribution, Rural Area Electricity, Mazoon Electricity, Majan Electricity, Ministry of Housing, Public Authority for Electricity & Water (PAEW).



Auto Reclosers - PDO Project



Lighting Solutions - Royal Opera House Muscat

## Al Hassan Electricals Company LLC

### Lighting Division

From being one of the first retail shops selling the lighting bulbs in Oman three decades ago, AHE has grown & transformed into a leading professional lighting solution provider. AHE Lighting Team consists of highly qualified, experienced Lighting Engineers, Customers are given proposals, which have unique blends of modern lighting, energy efficiency and aesthetics. AHE also offers systems study for each of the projects it undertakes thereby ensuring optimal solutions. AHE conducts various events throughout the year on its own and in association with its international Principals.

#### Product Portfolio

- Architectural Solutions (Indoor & Outdoor)
- Commercial Solutions (Indoor & Outdoor)
- Landscape Solutions (LED's & Conventional)
- Hospital Solutions
- Industrial Solutions
- Protection Explosion Type for Oil & Gas Sector
- Vandal Resistant Lighting
- Poles/High Mast
- Street Lighting Solutions
- Lighting Automation - Dimming Controls

### Major Projects

**Retail Spaces:** Muscat Grand Mall- Al Khuwair, Qurum City Centre, Sultan Centre -Al Amerat.

**Hotels, Real Estate & Tourism:** Millennium Hotel - Asian Beach Games Project, Royal Opera House, The Wave Muscat, Al Fardhan Complex, Ghala, Jebel-Sifah Boutique Hotel

**Buildings:** State Audit Institution Building, Central Prison, Samail, Omantel Building, Wattayah, National Bank of Abu Dhabi, Muscat, Saud Bahwan Residency, Wadi Kabir.

**Health Care:** Psychiatric Hospital, Al Amerat, Genetic Hospital, Ministry of Health, National Diabetes & Endocrine Centre, MOH, Starcare Hospital, A'Seeb

**Roads:** Bausher Al Amerat Road, Ghala Al-Ansab Road, Approach Road, Duqm Airport.

**Oil & Gas, Power & Water:** Salalah Methanol Project, 1000 MW Sohar Aluminium Smelter Power Plant, Various Sub-station Projects, A'Seeb STP



Asian Beach Games - Lighting Solutions



PDO Explosion Proof Lighting



Bar Al Jissah Resort



Muscat Hills (Golf Course)



Asian Beach Games Lighting Solutions



Palm Gardens (Sohar)

## Al Hassan Electricals Company LLC

### Building Services Division (BSD)

BSD as a part of Al Hassan Electricals Co. LLC calls upon unrivaled extensive practical experience that has evolved over more than a decade to cater to the growing needs of construction industry for Villas, Commercial, Residential, Government Buildings and Mega Projects to provide wide range of world class electrical products in Oman. The division is associated with leading international brands and has an excellent track record for delivering building construction projects on time.

#### Product Portfolio

- Switchgear & Distribution Boards (Isolators, ELCBs & MCBs)
- Energy Meters
- Power Cables , Control Cables, Wires
- Cables Trays & Trunking System
- Wiring Accessories
- Fans
- Light Fittings
- Power Tools
- Water Heaters
- Termination Cable Kits & Joint Kits

- Water Pumps
- Adhesives
- Sanitary Fittings
- PPR
- PVC Pipes & Accessories

#### Clients/Projects:

Asian Beach Games, Muscat Hills (Golf Course), Bar Al Jissah, Ministry of Defence, Ministry of Tourism, Ministry of Education, Royal Court Affairs, Ministry of Health, Ministry of Housing, Sohar Housing Development, Ministry of Legal Affairs, Iraq Embassy, Saud Bahwan Group Plaza (Ghala), Dhofar University (Salalah), Al Multaqa Residential Complex in Sohar, Indian School Seeb, The Wave Muscat, Al Nahda Tower (Ghala) Muscat International Airport.



City Centre Seeb



The Wave Muscat



NIMR-C Project (Duplex & Super Duplex Pipes, Flanges & Valves)



Welding Solutions : Burhan and Kauther pipeline projects



Burhan Gas pipeline



Projects with HAYA for the supply of HDPE pipes & Manholes

## HI-TECH SERVICES & SUPPLIES LLC (HTSS)

### Introduction

HTSS represents a large number of international companies in Oman for products and services providing project solutions/packages catering to upstream, midstream and downstream Oil & Gas, Petrochemicals, Water & Waste Water, Power, Industrial and Commercial sectors. Since 1990, HTSS has been able to garner a strong presence in the market by adhering to stringent requirements of its customers. As a part of Al Hassan Group, HTSS ensures representation of the best quality standard products reflected in its image of a reliable and trustworthy supplier. Leveraging on the market intelligence inherited by Al Hassan Group since 1975, HTSS has been able to further enhance and develop its own marketing spectrum for its principals and achieve their business objectives in Oman. The team's responsiveness towards customer needs has contributed to a strong growth in a variety of product lines.

### Products Portfolio

A wide range of products available with Hi-Tech enables it to provide the customers with a single window solution for their project requirements.

### Process & Combustion Equipment

- Heat Exchangers
- Flares
- HRSGs
- Fired Heaters
- Compressors
- Thermal Oxidisers
- Pressure Vessels
- Boilers
- Burners & BMS
- Columns
- Incinerators
- Skids

### Piping Materials

- OCTG / Drill Pipes
- Pipes (Seamless / Welded)
- HDPE Pipes (Pressure / Non-Pressure)
- DI Pipes
- Pigs & Pig Signallers
- Valves (all types)
- Flanges, Forges & Fittings
- Stud Bolts & Fastners
- HDPE Manholes, House Connection Chambers & Fittings

*\*All types including CS, SS, DSS, Super DSS, Titanium, Aluminium, Alloy Steel, etc.*

### Welding Consumables, Equipment & Accessories

- Welding Consumables
- Welding & Cutting Consumables
- M&R Special Welding Consumables



**200+** Pumps supplied in Oman to 25 PAEW Projects

Seawater Intake CW (Cooling Water) Pumping System for Majis Industrial Services (Turnkey)



Mechanical & Electrical Contract for PAEW Upper Bowsher Water Transmission Project

## HI-TECH SERVICES & SUPPLIES LLC (HTSS)

- Pickling & Passivation Chemicals
- Welding Equipment • Welding Blankets

*\*All types including CS, SS, DSS, Super DSS, Titanium, Aluminium, Alloy Steel, etc.*

### Instrumentation

- DCS
- Flow Meters
- Safety Systems (IPS)
- Gas Detection Systems
- Level Measurement
- Test & Measuring Instruments
- Field Bus Control Systems
- Process Instruments
- Analysers
- SCADA

### Pumps

- Vertical Turbine (Cooling Water & Intake)
- Multi Stage / High Pressure • Split Casing
- Fire • End Suction
- Concrete / Metallic Volute
- Submersible / Sump
- Chemical Process (Non-API)

### Water & Waste Water Applications

- Sea Water Pumping Systems
- Water Treatment Plants including RO Plants (Turnkey)
- Sewage Treatment Plant (Camps/Municipal)
- Filtration Systems • Chlorination Systems
- Odour Control Systems

### Services Portfolio

Hi-Tech's responsiveness towards customer needs has led to introduction of several services:

- M&E Contracts (Pumping Stations)
- Calibration Services
- Maintenance of Rotating Equipment
- High Speed Turbo Drilling Services
- Surge / Sump / Hydraulic Analysis
- NDT Services • Surge Protection System
- Pipe Coating • M&R Welding Reclamation
- PE Lining • Pickling & Passivation
- Chemical Cleaning

### Customers

Hi-Tech has built an impressive list of clients including Oil & Gas Production companies. Utilities, Ministries, Industries, Leading Consultants and all major contractors in Oman.

- PDO • PAEW • Majis • Occidental Oman
- Haya Water • Mott MacDonald • ORPC
- Oman Cement Co. • EnergoProjekt
- Oman DryDock Co. • MRMWR • GS E&C
- Oman LNG • IWPPs/IPP/IWPs • CCC • STS
- Oman Gas Co. • Sohar Aluminium • L&T
- Vale Oman • Muscat Municipality • Galfar
- Salalah Methanol • Worley Parsons • Target



Al Sahwa Trading receiving the Best Dealer Award from a Principal

## Trading SBU (UAE)

*Following its success as a prominent business group in Sultanate of Oman, Al Hassan Group set up companies in Dubai and Abu Dhabi to increase its reach and serve customers better in the UAE.*

Al Hamas Trading Company LLC, Dubai  
Noor Al Khaleej Trading Company LLC, Abu Dhabi  
Al Sahwa Trading Company LLC



Participation in WETEX exhibition



Automatic Transfer Switch-Tiffany Towers, Dubai



Main Distribution Boards - Madinat Jumeirah Dubai

## Al Hamas Trading Company LLC

### Introduction

Al Hamas Trading Company's operations are focused on Projects involving Utilities, Civil Construction, Industry, Power and Instrumentation, water and waste water. Its strength is in sourcing /manufacturing engineered equipments complying with customer specifications and governing standards. Over the years, Al Hamas has acquired rich experience in sourcing engineering products from the world over to meet the highly demanding specifications of the Utilities and Private sector markets. The company has grown due to its customer focus and commitment to quality. The operations are managed by qualified and experienced professionals and supported by a large warehousing facility in Dubai in order to cater to all its dealers and end users.

### Products

Al Hamas Trading Co. LLC represents internationally reputed manufacturers of

- Switchgear System
- Panel Components
- Busbars
- Metering Products
- Automatic Transfer Switches

- Transformers
- Cables, Conductors & Accessories
- Wiring Accessories
- Light Controls & Home automation products
- Light Fittings
- Instrumentation
- Building materials
- Power tools

### Customers

Al Hamas has built an impressive list of clients across Utilities, Building Construction Projects, Industries, EPC Contractors and Dealer Network



Energy Meter Test Benches - DEWA



Soft Starters - MV

LV Switchboards - 400 kV Sub-Station in Madinat Zayed

## Noor Al Khaleej Trading Co. LLC

### Introduction

Noor Al Khaleej Trading Co. LLC, Abu Dhabi deals with trading, marketing and agency representation of various engineering products and systems catering to Power, Industrial and Building sectors.

Well-qualified technical personnel with relevant experience are in the forefront of Noor Al Khaleej. With relentless efforts and support of associated principals, it has built excellent relations with all customers. Noor Al Khaleej regularly conducts technical seminars, product launches and engages in other promotional activities to improve product awareness and to bring the customer and principals closer together.

### Products

The operations of Noor Al Khaleej LLC are focused on supply of

- Switchgear - LV & MV
- Soft Starters - MV
- Automatic Transfer Switches
- Energy Meters & Test Benches
- Water Meters
- Power & Control Cables
- Auto Reclosers

### Customers

Noor Al Khaleej has built an impressive list of clients in the Electrical, Power Generation, Transmission, Distribution and Supply and Water sectors including ADWEA, TRANSCO, ADDC, AADC, Abu Dhabi Municipality, GASCO, International and local EPC Contractors & Consultants



Auto Reclosers



Water Meters





Hoist Assembly - Crane System



Electromagnetic Flowmeter



Explosion Proof Lighting Fixtures

# Al Sahwa Trading Co. LLC

## Introduction

Al Sahwa Trading Co. LLC, Abu Dhabi handles trading, marketing and agency representation of various engineering products and systems from reputed international manufacturers catering to Oil, Gas & Petrochemicals, Power and Water sectors.

## Products

Al Sahwa Trading Co. LLC represents products of internationally reputed manufacturers for various business sectors including

- Reactors & Heat Exchangers
- Crane Systems

## Customers

Al Sahwa has built an impressive list of clients in the Oil & Gas, Petrochemicals, Power and Water sectors including ADCO, ADGAS, GASCO, ADNOC, ADMA-OPCO, BOROUGE, FERTIL, TAKREER, NDC, ZADCO, Total Abu Al Bukhoosh, Tabreed and International and local EPC Contractors & Consultants.

## Electrical & Instrumentation

- Switchgear - LV & MV
- Explosion Proof Products
- Safe Area Lighting
- Instrumentation Cables
- Electromagnetic & Ultrasonic Flowmeters and Instruments



Flare Systems



Explosion Proof Products

## Mechanical

- Flare Arrestors
- Pressure Vessels



Chairman, Mr. Hassan bin Ali Salman, receiving His Majesty Cup for the Best Five Factories

## Manufacturing SBU

*Al Hassan Group is the largest manufacturer of Switchgear Equipment in Oman with manufacturing facilities in Muscat and Buraimi.*

Al Hassan Switchgear Manufacturing Co. LLC  
Al Hassan Power Industries LLC



CNC Turret Punching Machine



Large Assembly Hall with multiple bays

## Al Hassan Switchgear Mfg. Co.

### Al Hassan Switchgear Manufacturing Company LLC (AHSG)

Al Hassan Switchgear Manufacturing Company LLC (AHSG) began as an assembly workshop in 1992 and has achieved dynamic growth to become today one of the largest established and integrated manufacturers in the GCC in terms of turnover, product range and technology.

#### Accolades

The zeal for continuous improvement and quality-consciousness has enabled Al Hassan to win many accolades.

- His Majesty Cup for the Best Five Factories
- His Majesty Shield for the Best Five Factories
- No. 1 Switchgear Brand in Oman (Observer Brand Surveys 2008-09, '09-10, '10-11)
- No. 10 among Top 130 Brands in Oman (Observer Brand Survey 2010-11)

Al Hassan Switchgear has also won a number of appreciation letters from its customers.



7 Tank Pre-treatment Process



High Precision Painting Shop

#### Manufacturing Facilities

Al Hassan is one of the few full fledged manufacturers in the GCC with the following in-house capabilities:

- Design & Engineering
- Metal Processing
- Pre-treatment & Painting
- Assembly Lines
- Copper Processing
- QA / QC Testing

#### International Accreditations

Al Hassan facilities are certified under ISO 9001:2008 by TÜV SÜD and KEMA KEUR by DEKRA (Netherlands).

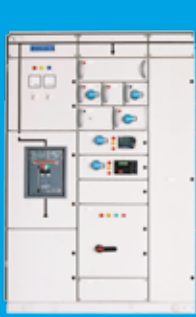
Al Hassan Panels are tested and certified by reputed authorities like DEKRA (Netherlands), UL (US), ASTA (UK), CPRI (India) for various types and ratings as per IEC.



MCC Draw-out Panels - 1000 MW Sohar Aluminium Power Plant



Customized product according to GCC requirements



IMCC



AMF Panels



Capacitor Bank



Metering Panel



Feeder Control Panel



Distribution Boards

## Al Hassan Switchgear Mfg. Company

### Products :

- 6.6 kV/11 kV Switchgear Panels
- Control & Relay Panels upto 220kV System
- Intelligent Motor Control Centers
- Power Control Centers up to 6300 A
- Motor Control Centers (Drawout and Fixed types)
- Auto Changeover Panels
- Power Factor Improvement Panels
- Synchronizing Panels
- Generator Control Panels
- Feeder Pillars (Package Substation & Distribution)
- Lighting Control Cabinets
- Distribution Boards

### Approvals

Al Hassan Switchgear products are approved by all leading International Contractors and Consultants operating in GCC.

### Key Projects

AHSG has not only established a strong client base for its LV Switch Boards in Oman but also has extensive supply references in Dubai, Abu Dhabi, Qatar, Jordan and Bahrain. A few key projects are listed below:

### Oman

- Muscat International Airport Expansion
- New Psychiatric Hospital (Al Amerat)
- National Diabetic and Endocrine Centre, Bausher
- Sultan Qaboos Hospital, Salalah
- Khoula Hospital Expansion Phase-7 & 8
- Muriya Tourism - Jebel Sifah Beach
- Dhofar University, Salalah
- Ministry of Education HQ Bldg., Airport Heights
- PDO Qarnalam-3 Power Station
- Occidental Mukhaizna - Satellite Sub-station No. 4
- New Oman Arab Bank HQ Bldg., Al Ghoubrah
- Bank Muscat New HQ Building, A'Seeb

### GCC

- Qatar Transmission System Expansion - Phase 5, 6 and 9
- District Cooling Plant, Delma Mall, Abu Dhabi
- Yas Island Central Park, Abu Dhabi
- ICAD Residential City, Abu Dhabi
- Al Ghadeer Development Phase-I, Abu Dhabi
- Aldar Project, Abu Dhabi
- Khalifa Port, Abu Dhabi
- TRANSCO Ajman Grid Station
- FEWA
- SEWA
- Several Sub-Station Panels for ADWEA
- 400/132 kV Grid Station at Fujairah



MV Switchgear Assembly Facility - Muscat

## Al Hassan Power Industries LLC (AHPI)

### Introduction

AHPI manufactures a range of Medium Voltage Switchgear fully type tested for 3.3 kV/6.6 kV/11 kV levels with bus bar rating from 630 A to 3150 A at a fault level of 18.4 kA/3 sec to 44 kA/3 sec produced in technical collaboration with Siemens and Control and Relay panels up to 220 kV system.

All these products are designed in-house with state-of-the-art integrated CAD facilities and manufactured to quality norms of international standards.

### International Accreditations

AHPI facilities have been certified under ISO 9001:2008, KEMA KEUR for many years. Al Hassan MV panels are type tested up to 31.5 kA at KEMA Netherlands

### Approvals

AHPI products are approved by leading International Contractors and Consultants operating in GCC.

### Key Projects

Al Hassan has established a strong client base for its Medium Voltage Panels in Oman.



6.6 KV Switchboard

A few key projects are listed below:

- Qarn Alam Steam Plant - PDO
- Salah Methanol Project
- 33/11 kV Sub-stations at Madinat A'Saada, Uag and Awqad - Dhofar Power Co.
- Primary Sub-stations (Al Nadah, Al Hail South, Azaiba North, Mawaleh North, Airport Heights) - Muscat Electricity Distribution Co.
- New Digital TV Studio Complex - Ministry of Information
- Primary Sub-stations (Yanqul & Palm Garden Township) - Majan Electricity Co.
- Majis Sea Water Pumping Station
- Oil Storage & Terminal Facility at Sohar Port
- Harweel EOR Project - PDO
- Sohar Independent Water and Power Project
- Grid Sub-station (Adam) - Oman Electricity Transmission Co.



Royale Matt Emulsion Stall at a Shopping Mall

## Manufacturing (Joint Venture)

*Berger Paints Oman is a joint venture company between the Al Hassan Group, Oman and Asian Paints Limited with its plant at Ghala in Muscat since March 2000.*



Consultants at Berger Paints Meet



## Manufacturing (Joint Venture)

### Berger Paints Oman

Berger Paints produces a wide range of products for the Omani market including emulsions for interiors and exteriors, enamels, putty, undercoats, specialty finishes, wood finishes, protective coatings, etc. The company also exports to lucrative export markets like the UAE and Bahrain, providing a channel for increasing non-traditional exports for Oman.

The company has set up numerous ColourWorld showrooms across the country that give greater control and choice over a mind boggling array of shades for the end consumer in five minutes. The special light booth that Berger Paints has installed at each of these counters, shows how the shade looks under different types of light

#### Brands

##### Architectural Coatings

Internal and external surfaces in emulsions and enamels. Brands include Weathercoat range for exteriors, Superflat (premium-interior/ exterior), Decora and Select. New products like Berger Stoneshield to give external walls a stone like finish. Berger Paints has recently launched its international

range of fashion finishes under the Xpressions brand name that give walls an uncommon look and is available in normal, metallic and Italian Stucco variants.

##### Wood Finishes

Market leader in the wood finishes category in Oman, Berger Paints covers the whole range of products from Varnishes, Nitrocellulose Finishes, Acid Cured Finishes and Polyurethanes. The company also manufactures Stainers, Stan-cum-Preservatives and other Wood Finish Ancillaries.

##### Industrial Coatings

Specialized coatings designed for Oil and Gas industry (upstream and downstream segments) specifically catering to Petroleum Development Oman, Oman Refineries and Petrochemicals, and various Ministries, specially for protecting power transmission towers.

Berger Paints has brought its internationally recognized protective coating brands like Epilux, Steelshield, Luxathane, Luxatherm, Epiflex, Zinc Anode to the Oman market.



**1000** + Fleet Valued  
at USD **50** million

# Group Support Services

*To ensure successful progress, and make sure it moves smoothly Al Hassan has put in place excellent back up and support systems, resources and people.*

*The support units are centralized at Head Office and are responsible for specific functional areas and operate in coordination with the respective Strategic Business Units.*



New Batch of Omani Management Trainees with Top Management



# Group Support Services

## Plant and Equipment

Al Hassan has a large fleet of construction machinery comprising a wide range of sophisticated and specialized equipment that supports project execution even in the most rugged and difficult terrain. The “Zero Breakdown” motto ensures continuous supply and service of men and material.

It offers ‘Total Management Services’ to project in Oman and UAE, focusing on timely availability and optimum utilization of equipment with high operational standards.

## Human Resources

Al Hassan has put in large financial resources in its plants and equipment that are deemed very valuable. But it has created an even greater asset in which it invests continuously.

### Its human resources.

HR at Al Hassan is not just a department. It is perceived and operated as the vital throbbing heart of its performance. And to achieve success, it gives the best.

Starting from recruitment till an employee becomes an active contributor of the Group’s work culture, Human Resources Management is a continuous process at Al Hassan that is managed with transparency and is sensitive to human dignity.

## Administration

The Administration Department consists of support staff with responsibilities on all administrative issues, Legal and Public Relations activities and camp maintenance across the Group. It caters to various needs of the employees in tune with all rules and regulations with the added welfare touch.

It is the oil that makes sure the Al Hassan business runs smoothly.

## Finance and Accounts

Financial Management is the key to any business. A full fledged professional team at Al Hassan takes meticulous care to adhere to the highest standards of financial and accounting practices.

Optimal utilization of financial resources is a dynamic process all the time. Transparency and accountability are the guidelines followed without compromise. Use is made of technological advances for better efficiency. Systems and practices like budgetary control, MIS, Effective Asset Management have led to much of its success.

It also advises the international principals/ partners on structuring, banking, insurance and taxation matters

## Information Technology

Al Hassan Group optimizes the use of Information Technology (IT) for its efficient operations. The Group IT infrastructure runs on a VMWare platform, consisting of multiple Windows and Linux based servers, WAN, LAN, wireless network, unified storage solution(SAN), off-site High Availability/ Disaster-Recovery setup, leased communication lines (Internet, Commercial), UTM based firewalls, policy-based access, routers, mobile devices, PCs and other peripherals.

Al Hassan has standardized on a fully automated and centrally managed ERP (Oracle based) for all business application/information needs for its SBUs and a Human Capital Management Application for managing the Workforce. Project sites at remote locations access the Corporate Data Centre through firewalled Leased Lines, ADSL, 3G, VPN links and Citrix for ERP and e-mail access.

The Group Website and Intranet - an employee information portal - are hosted updated and maintained by the IT Dept.



His Highness Sayyid Assad bin Tariq Al Said at Al Hassan Stall in Oil & Gas Exhibition

## Group Support Services

### Group Business Development

Growth is a business imperative

Group Business Development Department plays a crucial role in expanding the business opportunities for the Group. It collects information on upcoming projects, develops the Group's strategies, analyses customer feedback, identifies potential Joint Venture partners and co-ordinates external alliances with overseas business partners including EPC contractors, manufacturers and suppliers of international repute.

### Government Affairs & Corporate Relations

This Department Plays an important role in maintaining excellent relations with various Ministries, Govt. Bodies and regulatory authorities.

### Corporate Communication

Corporate Communication at Al Hassan links the Group with all its stakeholders - customers, suppliers, employees, administrators, bankers and society to keep them informed and involved through a two way communication process. It shares the Group's vision, mission, activities and achievements transparently and sensitively. Corporate communication is responsible in building and leveraging the Group's corporate identity and culture in the minds of its stakeholders.

### Internal Audit

The Internal Audit Department's functions go far beyond the traditional auditing and extends to all the areas of the Group's operations. It reports directly to the Managing Director with oversight provided by the Audit Committee.



Al Hassan Trading & Contracting Co. commences operations (1975)



Inauguration of the Muscat Switchgear Factory (2001)



AHEC Listed on Muscat Securities Market (1998)



Inauguration of AHE Al Amerat Showroom (2011)

## Key Milestones

The history of any journey is marked by the goals set by the vision and the milestones that are achieved along the way. Al Hassan has come a long way in the short time since it has embarked upon its venture. From a retail outlet in 1975 to a diversified corporate in the Gulf, it has several remarkable achievements to its credit.

Its range of activities includes major contracting projects, industrial marketing and hi-tech manufacturing. It has taken leadership position in numerous fields in the region and plays a significant role in ensuring safety for humans and the environment.

### Milestones

- 2012 • Secures major EPC projects in Oman for Gas Plant and Gas Pipeline from prestigious clients - PDO, OOCEP
  - Achieves ISO 14001:2004 & OHSAS 18001:2007 certifications for Oman Operations
- 2011 • Opens seventh showroom at Mabelle
- 2011 • Opens sixth showroom at Al Amerat
- 2010 • Secures maiden order in Abu Dhabi for GASCO ASAB-3 Civil works from Technip
  - Opens fifth showroom at Buraimi
- 2009 • Secures Amal Power Plant, the first EPC contract awarded by PDO to a local company in Power Plant sector
- 2008 • Receives maiden order in Dubai for DEWA Sub-station Civil works from Siemens
- 2006 • Opens fourth showroom at Al Khodh, Muscat
  - Secures MEI Works for Sohar Aluminum Smelter Power Plant - the largest power plant in Oman
- 2005 • Secures Qarn Alam & Mukhaizana Power Plant Projects (Largest in PDO Network)
  - Secures first Grid Interconnection Power Transmission project between UAE & Oman
  - Wins construction contract for Oman Polypropylene Plant at Sohar, the first Petrochemical plant in Oman
- 2000 • Starts JV with Asian Paints to manufacture Paints under Berger Brand
- 1998 • Lists Contracting Business on Muscat Securities Market
- 1992 • Establishes Assembly Workshop for Electrical Switchgear and Control Panels
  - Wins 5 year maintenance contract for all oil wells in South Oman
- 1986 • Secures first contract from PDO
- 1975 • Starts Operations as Al Hassan Trading & Contracting Company

# Contact Us

## Contracting (Oman)

**Al Hassan Engineering Co. SAOG**  
P. O. Box 1948, Ruwi, Postal Code 112, Sultanate of Oman  
Tel: 24810575, 24813365 Fax: 24815953  
E-mail: contracting@al-hassan.com

## Contracting (UAE)

**Al Hassan Engineering Co. Abu Dhabi LLC**  
P. O. Box 47943, Abu Dhabi, United Arab Emirates  
Tel: (9712) 5868560 Fax: (9712) 5868530  
E-mail : contracting@alhassan.ae

## Trading (Oman)

**Al Hassan Electricals Company LLC**  
P. O. Box 1948, Ruwi, Postal Code 112  
Sultanate of Oman  
Tel: 24810575 Fax: 24810287  
E-mail: trading@al-hassan.com

**Hi-Tech Services & Supplies LLC**  
P. O. Box 2992 Ruwi, Postal Code 112  
Sultanate of Oman  
Tel: 24810575 Fax: 24810287  
E-mail: hitech@al-hassan.com

## Manufacturing

**Al Hassan Switchgear Manufacturing Co. LLC**

|   |   |
|---|---|
| <b>Ghala Factory :</b><br>P. O. Box 130, Postal Code 115, Sultanate of Oman<br>Tel: 24591283 Fax: 24596899<br>E-mail: manufacturing@al-hassan.com | <b>Buraimi Factory:</b><br>P. O. Box 905, Postal Code 512, Buraimi, Sultanate of Oman<br>E-mail: ahsg.buraimi@al-hassan.com |
|---|---|

## Trading (UAE)

**Al Hamas Trading Company LLC**  
P.O Box 19546, Dubai, UAE  
Tel: +971-4-3799415, Fax +971-4-3799416  
E-mail: alhamas@alhamas.ae

**Noor Al Khaleej Trading Co. LLC**  
PO Box 45261, Abu Dhabi, UAE  
Tel: +971 2 6273270, Fax: +971 2 6270960  
E-mail: nooralkhaleej@alhassan.ae

**Al Sahwa Trading Co. LLC**  
PO Box 45491, Abu Dhabi, U.A.E,  
Tel: +971 2 6273270 Fax: +971 2 6270960  
E-mail: alsahwa@alhassan.ae

## Joint Venture

**Berger Paints Oman**  
P.O. Box 462, Al Khuwair, Postal Code 133, Sultanate of Oman  
Tel : +968-24596709 Fax : +968-24501531  
E-mail : customerservice.oman@asianpaints.com

# Al Hassan Group of Companies

P. O. Box 1948, Ruwi, Postal Code 112, Sultanate of Oman  
Tel: 24810575 Fax: 24810782, e-mail: seccorp@al-hassan.com  
Website: www.al-hassan.com