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MAN news

JUNE 2013

NEWSLETTER ISSUE 3

IN Focus

HIGH RISE BUILDINGS



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GROWING UP WITH MAN



| Abdallah Mardelli |

My relationship with our Chairman Michel Abi Nader goes back to our university days in 1965. After our graduation, each of us selected a different engineering path; he chose the contracting field, while I favored the design domain. Our paths crossed again in 1990 as I joined his construction enterprise for a period of 4 years.

Following the upgrade by the Chairman of his contracting company to S.A.L. in 1997, I once again found myself a team member of the booming MAN Enterprise and proudly, still am. Over the past 15 years, I have experienced the evolution of my professional career as I was promoted from Project Manager to Procurement Manager, then to Operations Manager, and then Area General Manager of MAN Enterprise. During my tenure, I have witnessed and contributed to the promotion of many of my colleagues.

All this happened in line with the flourishing growth of MAN from a local company to an international group expanding throughout the MENA region and beyond (Qatar, UAE, Libya, Iraq, Ghana, Nigeria, Sudan, etc.) while pursuing a variety of construction disciplines (MEP works -METRIX, Wood and Metal Works- TECMAN Industry s.a.l., Finishing Works -TECMAN s.a.l., etc.).

With respect to MAN Lebanon, its work volume has reached a record level of approximately \$500 million USD as it has been awarded the most prestigious projects in the country including Beirut Terraces, District S, Sky Gate, Sama Beirut, Damac Tower, and Credit Libanais Headquarters, among many others.

The above overview reflects the degree of vision and the magnitude of ambition of MAN's leadership. Over and above, it illustrates MAN's genuine commitment and recognition toward its employees, for whom careers are being created by implementing fundamental HR principles such as rotation, professional formation (training and seminars), promotion and reward systems.

As Area General Manager of MAN Lebanon, I would like to place emphasis on the cohesive team we have built and the family spirit which governs the

relationships amongst our various departments and projects and constitutes one of the keys to our success. Thus, I seize this opportunity to thank each and every employee and worker in Lebanon area, the corporate team, and our sister companies (TECMAN Industry and METRIX) for their efforts, support, sacrifices, devotion, loyalty and contributions to the numerous accomplishments and achievements which have resulted in MAN's enormous success in the Lebanese construction industry.

Last but not least, and based on my own experience with the new generation of MAN employees, I am confident that MAN's legacy will extend and continue to grow for many years to come.

Abdallah Mardelli
Area General Manager

> MAN Holding Milestones

Dec
1971

Bureau de l'ingénieur Michel Abi Nader

Jul
1997

MAN Enterprise Lebanon

Apr
2002

MAN Enterprise Qatar

Aug
2004

MAN Enterprise Sudan Project

Jan
2005

MAN Enterprise Erbil Project

Dec
2005

MAN Enterprise Dubai

Jan
2006

MAN Enterprise Corporate Offices

Apr
2006

Metrix Qatar

KEY DATES

Sept 2006	Apr 2007	Apr 2007	Jul 2007	Dec 2007	May 2010	Jan 2012	Jan 2013	Feb 2013
Tecman Industry	MAN Enterprise Libya	MAN Enterprise Abu Dhabi	MAN Enterprise Jordan	MAN Holding	Metrix Lebanon	MAN Enterprise Iraq	Tecman ID Contractor	MAN Enterprise Ghana

NEWLY AWARDED PROJECTS

Located at the heart of Beirut's elegant Saifi district, this project resembles a city within a city with its 22 buildings divided into approximately 40,000 m² of residential space, 70,000 m² of parking space and 10,000 m² of retail space with a total footprint area of 13,000 m². District //S has redefined the standards and norms of high quality development made by Allies and Morrison Architects by embracing a complete urban plan according to LEED requirements.

MAN's scope of works is comprised of civil, structural, architectural, electro-mechanical and internal finishes works.

District //S Saifi
Beirut Central District,
Solidere

Client: Estates S.A.L.

Consultant:
R&K – Rafik El Khoury & Partners –
G Building

Duration: 30 Months

Scope of Work:
Civil, Structural, Architectural, Electro-Mechanical and Finishes Works

Subsidiaries Contribution:
Tecman Industry- Wood Works



Summerland Foreshore Restaurant & SPA Beirut

Client: Société Générale d'Entreprises Touristiques SAL

Engineer: SDC Group

Duration: 18 months

Scope of Work:
Design, Enabling & Shoring, Civil, Structural, MEP, ID and FF&E

Subsidiaries Contribution:
Metrix- MEP Works

The Summerland Foreshore Restaurant & Spa, part of the Summerland Hotel & Resort, is a design-build project, consisting of a high-end 5 star spa, beach restaurant, and bar.

TECMAN scope includes the design, enabling, piling, structural, architectural, MEP, ID and FF&E works.

The restaurant and spa will be operational by June 2014.



Congratulations!!

MAN Enterprise contributed to the achievement of the IC Elementary School. The project gained the LEED Gold certification and will be the first LEED certified building in Lebanon. Delivering excellence is our goal.

Thank you, MAN Enterprise Team, for your contribution to this successful project.

HANDED OVER PROJECT



The International College – new elementary school was partially handed over on January 2012 and completely on February 2013. The IC project was a great accomplishment for MAN Enterprise. There were seven different stakeholders throughout the execution phase, namely:

Owner: International College

Consultant: Khatib & Alami

Local LEED sub-consultant: Eco consulting

Engineer: DG Jones

Acoustical Consultant: Accousystem

Designer: Flansburgh

Canadian LEED Consultant: CDML

MAN succeeded in completing the first LEED project with a gold score card. There were many LEED requirements pertaining to construction that needed to be met throughout the process. MAN Enterprise completed the project with typical high standards while displaying exceptional professionalism.

Subsidiaries Contribution:
Tecman Industry- Wood Works

> Meet the team

**ANDRE
KORKOMAZ**

**SITE
MANAGER**



Eighteen years ago, I joined MAN Enterprise. At the beginning, I was responsible for the rehabilitation of three historical buildings in downtown Beirut. During that time, the only method of communication between the site and the head office was the walkie-talkie.

During 1997, forms started to be implemented and the scale of the projects became bigger and more widespread. The required level of professional standards was updated and as a result, the ISO Certificate was obtained in 2001.

During 2005, I had the opportunity to join MAN Sudan. In 2007, I was assigned to MAN Qatar where I am presently working. In Doha, the market is extremely competitive; therefore, work must be flawless and exact. In less than 10 years, MAN Qatar has earned the reputation of being one of the most respected companies in the industry. They have received many prestigious awards, including an award for best safety precautions as a result of ZERO accidents in a span of 5 million working hours.

In conclusion, during my years of employment with MAN, I was able to advance in my career from being a site engineer responsible for 50 workers to a site manager responsible for more than 2,000 workers.

Finally, I admit that every project holds in store for me a lot of challenges and surprises. However, as I am receiving the full support from my superiors, I am feeling strong, safe and secure. I am happy to be here with MAN - they are truly my second family.

**DANY
TOPCHI**

**OPERATIONS
MANAGER**



In 2000, I started my career as a fresh graduate at TECMAN Industry, working for a relatively small company with a domestic business scope.

With time, TECMAN started to take on bigger projects. Their staff grew larger and the scope of work became broader, both locally and abroad. My first overseas position was in 2003 in KSA. Later in my career, I worked on the Habtoor Hotel project in Lebanon along with the Four Seasons Hotel in Syria.

In 2006, I was faced with the most difficult challenge of all, the Four Seasons Hotel in Lebanon. Despite the complex scope of work that involved full I.D. works and a war brewing, we managed to finalize all our tasks and the project was deemed successful by all parties involved.

In 2009, I was handling another immense project, the Moevenpick Ambassador Hotel in Ghana. The scope of work was fixed joinery and FF&E. The project was declared another huge success with a glowing recommendation from Prince Walid Bin Talal himself.

As the current Operations Manager at TECMAN Industry, I now realize how exceptional and valuable my time has been here. My main objective is to convey my on-the-job experience and work ethic to the younger and newer staff members.

To date, my 13 years at TECMAN Industry have provided me with a wide range of experience and numerous fundamental lessons have been learned. My strategy is to always be positive during setbacks and to meet challenges and problems calmly and head on. This strategy, reflected by MAN Holding, is the main reason for their success and unity.

**ELIAS
SEIF**

**GENERAL
FOREMAN**



In 1998, I started working as a Foreman at MAN Enterprise Lebanon. I helped oversee many important projects including Le Royal Hotel, Metropolitan Hotel, ABC Achrafieh, ENA Baabda, and Habtoorland. In 2005, I moved to Erbil, Iraq, where I worked as a General Foreman on the Erbil City Center project. After the project was accomplished, I moved to UAE in 2006, and worked on three projects as a General Foreman.

In 2011, I returned to Lebanon and worked on the Credit Libanais project. In 2012, I moved again to Basra, Iraq for the Basra Sports City Hotel project where I am currently working.

Le Royal Hotel in Dbayeh, the project that marked my start with the company, was my most challenging experience to date. It was a short term contract and the entire team worked endlessly around the clock, with little rest and few breaks. During those days, my life was limited to work and home. Gratefully, we finalized the project and submitted it on time.

I have worked at MAN for more than 15 years and they are truly my home and family. To this day, I spare no effort in fulfilling my work and duties as skillfully as possible, and I will continue to push myself beyond the limits of dedication and devotion.

CREEP AND SHRINKAGE IN HIGH RISE BUILDINGS

Creep is the tendency of a solid material to move slowly or deform permanently under the influence of stresses. It occurs as a result of long-term exposure to high levels of stress that are below the yield strength of the material.

Creep always increases with temperature and is linearly dependent on the stress if the pore water content is constant. If concrete is fully dried, it does not creep, but it is next to impossible to dry concrete fully without severe cracking. Drying shrinkage (ϵ_s) is the reduction in volume caused principally by the loss of water during the drying process.

Creep of concrete σ_c is the deformation under static compression loading for a prolonged period of time. Lab concrete cylinders are exposed to load of up to

40% of their 28 day compressive strength and readings are taken as per the provisions of ASTM C512-10.

The difference ($\sigma_c - \epsilon_s$) taken as the net creep is measured at 1 month, 3 months, 6 months and finally at one year, with a long term prediction for 20 years. The structural engineer will use all of this information in order to predict shortening values of vertical members.

The differences in column shortenings are of particular concern for very tall

buildings. In slender structures, creep may cause collapse due to long-time instability. The creep and shrinkage study was required in all our high rise projects.

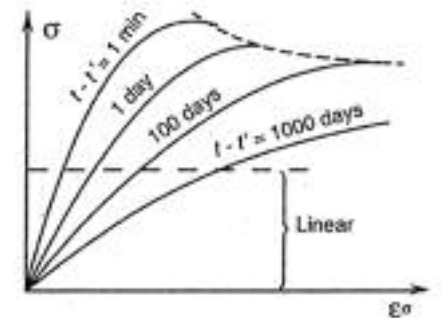


Figure 1: Creep and Shrinkage of Concrete V/S Time, Strain

In the Credit Libanais headquarters project, three test specimens were studied by the RSK - UK lab. The figures below describe the testing results:



Figure 2: CLH - Creep and drying shrinkage testing of concrete after 3 months

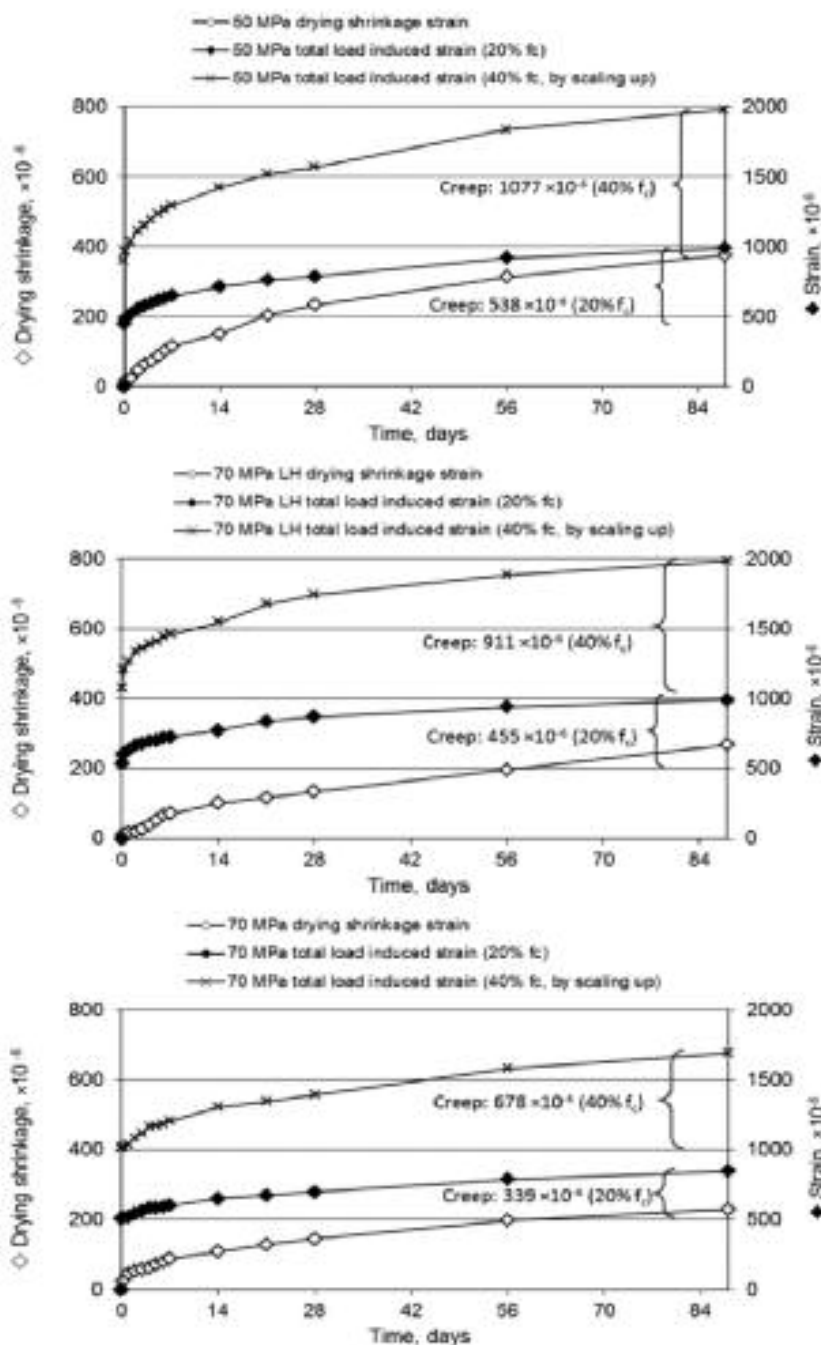


Figure 4: Creep testing rigs, loading specimens individually

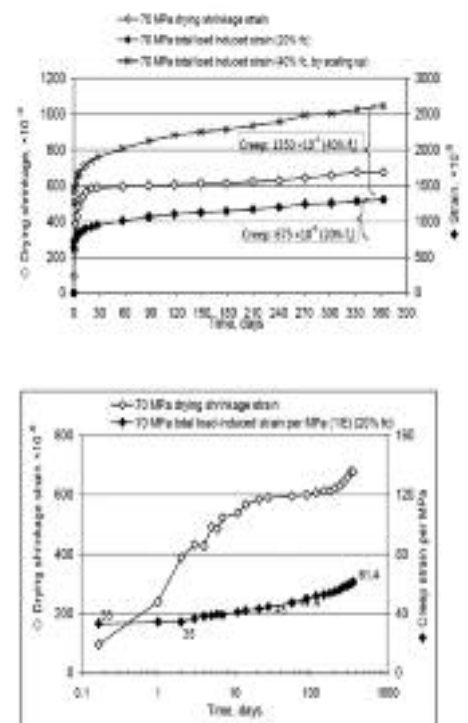


Figure 5: 70 MPA Drying shrinkage and creep strain – 12 month result

Figure 3: Drying shrinkage and creep curves of the three test series up to 3 months

As for the Sama Beirut project, 18 specimens of B30, B40 and B70 MPA concrete respective to the compressive strength (f_c) of core walls, shear walls and columns in the tower were sent to the RSK - UK lab with results shown herein:

- > Drying shrinkage, ϵ_s at 1 year averages 700 $\mu\text{m/m}$ (0.7mm/m), and 0.85mm/m predicted at 20 years.
- > Creep values at 1 year averages 1400 $\mu\text{m/m}$ (1.4mm/m) for 70 MPA and 2000 $\mu\text{m/m}$ (2mm/m) for 30 and 40 MPA.

As a result, the following measures were implemented on site:

- The pouring level of the core walls and slabs were raised each 10 floors by 10mm, accordingly the entire structure was raised by a cumulative of 60mm.
- Updated differential shortening values between all vertical members were accounted for in the PT design and applied in every other 10 floors.
- The floor, shear walls and columns levels were adjusted during construction above the 2nd floor.



HIGH RISE BUILDINGS



ONGOING HIGH RISE BUILDINGS

DAMACTOWER | LEBANON

MAN Enterprise is undertaking the construction of this luxurious project, in which the interior is designed by the world renowned Italian designer VERSACE. There are stringent requirements and specifications in the civil, architectural, electromechanical and finishing fields to which MAN is allocating its expertise and resources.

DAMAC Tower is situated in the heart of Beirut and is comprised of 28 upper floors, four basements, and a ground floor with a total built-up area of 50,000 m².



| Damac Tower Construction Site



CREDIT LIBANAIS HEADQUARTERS | LEBANON

MAN Enterprise is currently undergoing the execution of this innovative business tower with high quality norms. TECMAN was nominated for the performance of all the finishing works in addition to its crucial contribution in the accomplishment of the steel struts that are structurally vital for the prestigious glazing façade of the project.

Crédit Libanais Headquarters - Beirut consists of 33 floors with four basements for Block A, and three floors with seven basements for Block B. It has a total built-up area of 50,000 m².



| Credit Libanais Construction Site

SAMA BEIRUT | LEBANON

MAN Enterprise is currently in the process of constructing the tallest and most prestigious multi-complex high rise tower in town. TECMAN's reputation and experience were a key factor in its nomination to execute all the finishing works.

Sama Beirut consists of a 52 floor tower, six basements serving as parking, drivers/cellars rooms and gymnasium, and two upper level floors serving as retail spaces. The project includes 66 apartments and eight offices floors with a total built-up area of 72,000 m².



| Sama Beirut Construction Site

SKY GATE | LEBANON

MAN Enterprise, as main contractor, is executing this prestigious landmark tower with high finishing standard with the support of METRIX for the execution of the electro-mechanical works in the apartments and TECMAN Industry for the execution of the wood, joinery and metal works.

Sky Gate is located in the heart of Beirut City, it comprises six basements serving as parking and drivers rooms in addition to 2 upper level floors serving as retail space. There are 42 super-structure floors forming the tower that are comprised of high end apartments, a gymnasium, pools and amenities with a total built-up area of 58,000 m².



| Sky Gate Construction Site



ONGOING HIGH RISE BUILDINGS

BEIRUT TERRACES | LEBANON

Located in the Beirut Central District, the Beirut Terraces project resembles the future of architecture of residential towers in Lebanon. With its impressive architecture and unique design made by Herzog & de Meuron, this project presents many engineering challenges during the construction phase.



| Beirut Terraces Construction Site

THE BURLINGTON | UAE

The Burlington is an office tower of 113,000m² with a built-up area at Business Bay, consisting of three basement floors, a podium parking, a ground floor and 35 typical office floors.



VIVA BAHRIYA | QATAR

This project consists of two towers on two adjoining plots with each block consisting of an approximate built-up area of 43,666m² per plot, one tower with apartments on 22 levels, four levels of podium/car parks, and eight chalets. It has a total built-up area of 87,332 m².



TECMAN Industry's Contribution: interior wood joinery, exterior steel structure, and structural domes.

Metrix Contribution: electrical and mechanical works.



COMPLETED HIGH RISE BUILDINGS

ZENITH TOWER | LEBANON

MAN Enterprise executed this luxurious residential tower as scheduled while meeting the highest standards. TECMAN Industry, as subcontractor, executed the wood works, joinery work, metal and stainless steel works. In addition, Metrix executed all its mechanical works with a high level of professionalism.

Zenith Tower is a 25 floor residential tower with 30,000m² built-up area comprised of 33 luxurious apartments, including five private swimming pools, six basements serving as parking, drivers/cellars rooms, and a common swimming pool.



I.SURSOCK RESIDENCES | LEBANON

MAN Enterprise, as main contractor, accomplished the construction of this project as scheduled and to the satisfaction of all parties involved. TECMAN Industry successfully contributed to the accomplishment of the architectural aspect of the project by executing the wood works, metal and stainless steel works, and ACP cladding of the finest quality.

Sursock Tower is a 27 floor residential tower of 32,000 m² built-up area comprised of 24 luxurious apartments, four luxurious duplexes, a roof pool, a gymnasium, and six basements including parking, cellars, drivers' rooms and utility areas.

COMPLETED HIGH RISE BUILDINGS



HOCHAR | LEBANON

Located on the waterfront of Ain El Merayse, the most prestigious area of Beirut, MAN Enterprise executed this prominent structure which is one of the most eye catching buildings in Beirut. MAN's scope included the structural, architectural, and electro-mechanical works with TECMAN Industry's contribution of wood joinery works, metal and stainless steel works, exterior timber works, and structural steel works.

Hochar Tower is designed by architect Kevin Dash, it's a 20 floor residential building with a total built-up area of 16,000 m² with high end finishing comprised of 13 luxurious apartments and three duplexes.



50 RUE DU LIBAN | LEBANON

50 Rue du Liban is a prestigious residential tower with landscaped gardens within walking distance of downtown Beirut.

As Main Contractor, MAN Enterprise successfully executed this 20 floor residential tower of 21,500m² built-up area comprised of 33 luxurious apartments, and three basements serving as parking, cellars and utility areas. TECMAN Industry's scope includes the wood joinery works, metal and SS works, and ACP cladding.

MADISON RESIDENCY | UAE

This high standard residential building has a total built-up area of 39,000m² comprised of two basement floor levels for car parking, gymnasium, party hall and a lobby. The 24 residential levels consist of 289 apartments with a roof with a swimming pool.



AL NASR TWIN TOWERS | QATAR



The project is comprised of the construction of Two Twin Towers 1B+GF+M+21 Office Tower in Al Dafna Area, West Bay, Doha, Qatar.

Each tower includes one underground level (7,345m² of parking and technical areas), ground floor (3,111m² including parking areas and the main entrance), mezzanine (2,999m²), 20 typical floors 9770m² each of rentable office area), penthouse (1,094m²) and a service floor (814m²).

TECMAN Industry's Contribution: exterior structural steel works and metal works.



AL WOSAIL TOWER | QATAR

The project is comprised of the construction of a 1B+GF+16 office tower in Al Dafna Area, West Bay, Doha, Qatar.

The tower includes one basement (5,187m² of parking space), ground floor (965m²), 1st to 3rd floors (2,895m² of rentable office areas), 4th to 13th floors (11,000m² of rentable office areas), 14th to 16th floors (2,895m² of rentable office areas each), and a service floor (210m²).

TECMAN Industry's Contribution: metal works and wood joinery works.



AMWAL TOWER | QATAR

The project is comprised of the construction of an office tower (3B+GF+24 office tower) in Al Dafna Area, West Bay, Doha, Qatar.

The tower includes 3 basements, a ground floor, 24 typical floors and a mechanical floor. Each typical floor includes an open rentable area that can be divided as per the tenants' requirements. The overall built-up area is 29,800m².

TECMAN Industry's Contribution: wood joinery, wood ceiling, wall cladding at lift lobbies with stainless steel inserts, structural steel for panoramic lifts, spider glazing and handrails.

COMPLETED HIGH RISE BUILDINGS

EMADI TOWER | QATAR



The project is comprised of the construction of a 2B+GF+M+19 office tower in Al Dafna Area, West Bay, Doha, Qatar.

The tower includes 2 basements (3,225m² of parking space each), a ground floor (3,225m²), first floor (1,6902m²), second floor (1,755m² of office areas and terraces), 17 typical floors (1,045m² of rentable office areas each) and a service floor (210m²).

TECMAN Industry's Contribution: steel structures, pergolas, handrails, guardrails, and wooden doors.

DR. ALI FETAIS OFFICE TOWER | QATAR



The project is located in the Marina District at the Lusail City, Qatar.

The works comprise the construction, completion and maintenance of (3B+G+21+1 technical) office tower. The tower is constructed as a reinforced concrete frame, concrete blocks, curtain walling, louvers, stone and aluminum cladding. Internal finishes are floor tiles and a suspended ceiling in specific areas. The tower includes the normal electrical, plumbing and sanitary services and an air-conditioning system.

The tower includes three basements (3,587m² of parking space each), 4th floor (948m² of office areas and terraces), 17 typical floors (981m² of rentable office areas each), and a service floor.

TECMAN Industry's Contribution: exterior structural façade works and metal works.
Metrix's Contribution: electrical and mechanical works.



| Fire Pump Room



INFORMATION TECHNOLOGY AT MAN ENTERPRISE

In today's workplace, information technology infrastructure is a key factor in driving businesses toward their goals in an effective and expedient manner. At MAN Enterprise, we are working on a variety of IT and MIS projects. There are two main highlighted projects:

IP TELEPHONY:

IP telephony had a rough start, beginning with issues of voice quality plaguing its existence during the first five years.

However, approximately three years ago, networking and telecommunication companies started re-focusing on IP telephony and IP phones are now making serious inroads into business telephony the world over.

The reason IP telephony is being advocated is that it allows for new applications and contributes to productivity. There are new applications in the areas of mobility, conferencing and unified access that would be very difficult to implement using traditional telephony at reasonable costs. Today, more and more companies are looking to IP telephony applications to impact strategic objectives beyond the PBX. For instance, Telepresence, video conferencing, VOIP (Voice over IP), mobility, and especially with the BYOD (bring your own device),

users can call VOIP from an IOS, Android, or Windows mobile phone.



CLOUD

Cloud computing is the use of computing resources (hardware and software) which are available in a remote location and accessible over a network (typically the Internet).

End users access cloud-based applications through a web browser or a light-weight desktop or mobile app while the business software and user's data are stored on servers at a remote location.

In the business model using software as a service (SaaS), users are provided access to application software and databases. Cloud providers manage the infrastructure and platforms that run the applications. Proponents claim SaaS allows a business the potential to reduce IT operational costs by outsourcing hardware and software maintenance and support to the cloud provider.

The trend today is to move applications in MAN Enterprise to the cloud where data is accessed via a web browser and where data is preserved with a secure backup.

IP Telephony and Cloud technologies are an important step towards mobility, ease of use of companies' software resources, and cost saving factors compared to the traditional PBX and on premises dedicated servers.

Corporate IT Department

> Activities & Events

AUB JOB FAIR



MAN Enterprise, Metrix and TECMAN Industry participated in this year's AUB Job Fair which was held at the AUB Campus - Beirut on April 25-26, 2013.



AUB is considered one of the best academic institutions in the region, currently offering more than 120 programs. Thus, MAN Enterprise is always looking to recruit fresh AUB graduates.

This year, over 200 firms participated in the job fair knowing that it is limited to AUB students and alumni only.

The Human Resources Departments of MAN Enterprise and TECMAN Industry, supported by accomplished engineers, explained the recruitment process and career opportunities to candidates within the group.

FORWARD JOB FAIR



MAN Enterprise, Metrix and TECMAN Industry participated in the 13th Annual Forward Job Fair at Biel- Beirut from April 18-21, 2013.

The Forward Job Fair is one of the largest in Lebanon and the region. It brings together the Lebanese workforce with more than 200 local and multinational companies.

Delegated by their respective Human Resources Departments and supported by skilled engineers, MAN Enterprise and TECMAN Industry handled inquiries and highlighted the available career opportunities while explaining the companies' recruitment processes.



TRIMBLE END USER TECHNOLOGY EVENT

Roy Rahme, Habib Keyrouz and Karam Msayleb from MAN Enterprise Qatar participated in the Trimble End User Technology Event that took place at the Sheraton Doha Hotel on April 29, 2013.

MAN HOLDING ANNUAL DINNER



| Chairman Michel Abi Nader |

The Chairman of MAN Holding, Michel Abi Nader, and the Members of the Board invited all staff for the Annual Dinner that was held at the Phoenicia Hotel-Grand Ballroom on January 10, 2013.

Attendees from MAN Enterprise Lebanon, MAN Enterprise Corporate, TECMAN Industry and METRIX participated in the event.

The event included live performances from two colleagues, Georges Abi Khalil and Maroun Chaccour.

Moreover MAN Holding honored four employees for their seniority, perseverance and loyalty to their work and to the company.

- **Elias Moufarrej:** Steel Manufacturing Supervisor for TECMAN Industry (joined the group in 1989).
- **Tanios Faysal:** Wood Production Supervisor for TECMAN Industry (joined the group in 1995).
- **Fouad Zougheib:** General Foreman for MAN Enterprise Lebanon (joined the group in 1997).
- **Setrak Koumoudjian:** Office Support Coordinator for MAN Enterprise Lebanon (joined the group in 1998).



| Attendees |



| Prize distribution |

Gifts and prizes were distributed during the evening. This occasion created a pleasant atmosphere of friendship and familiarity among employees and strengthened the ties between colleagues.



| Reception |



| Chairman's speech |

> Activities & Events

CRICKET GAME | QATAR



This year's Cricket League Season 2 was held at the NCC Car Park Open Grounds from March 8 - April 26, 2013. The participants were MAN Enterprise Qatar and Metrix Qatar.



| Winning Teams |

FOOTBALL GAME

| LEBANON

A friendly football game was held on April 17, 2013 between MAN Enterprise and TECMAN Industry at the Hooligans Club in Sin El Fil.

The match between colleagues was friendly yet competitive at the same time.



| MAN Enterprise Football Team |

> Training

Ray Kazan from MAN Enterprise Corporate participated in the **"BEST PRACTICES IN INTERVIEWING SKILLS"** seminar that was held at the Management Mix for training and consulting in January 2013. This seminar covered interviewing guidelines and strategies, designing effective questionnaires, reviewing candidates' responses, and keys to hiring qualified individuals.

Imad Fares from the Corporate HR Department, attended the **"TALENT ACQUISITION TECHNIQUES - RECRUITMENT & SELECTION"** training that was held at the Management Mix or training and consulting from February 7-8, 2013. This training covered modern recruitment techniques and selection methodology and processes in HR Management.

Rony Costantine from the Corporate HR Department participated in the **"ADVANCED LEBANESE LABOR LAW WORKSHOP,"** organized by Mira.clé in Lancaster Suites on March 21, 2013.

Bechara Azouri from the Corporate IT Department attended the **"VPN- DEPLOYING CISCO ASA VPN SOLUTIONS"** training at the Formatech Training Center on March 1, 2013.

Elie Yared, Toufic Khneifes, Roula Baytye and Mouhamad Kouwatly from MAN Enterprise Lebanon attended **"PRIMAVERA"** training at the MAN Enterprise Training Center (METC) on April 11, 13 and 30, 2013.

The **"Internal Auditor Training Occupational Health & Safety Management System" (OHSAS 18001:2007)** was held at the MAN Enterprise Meeting Room in Qatar, on February 16 and 17, 2013; Attendees were:

Santiago Ordonez
Roy Saad
Rami Berbary
Abdul Karim Dergham
Fady Chalhoub
Umesh Srinivasan
Nestor Adonis
Elie Majdalani
Charbel Akiki

MAN ENTERPRISE | QATAR

**SAFE HEAVY EQUIPMENT BANKS-
MAN TRAINING COURSE** | 1/8/2013 |
Sujo Thomas

NSC CPR COURSE - CPR AND AED |
2/18/2013 |
Bashir Semaan - Fabienne Sybil A.
Carrillo

NSC FIRST AID COURSE | 2/18/2013 |
Bashir Semaan - Fabienne Sybil A.
Carrillo

**BASIC PLANNING CONCEPTS USING
PRIMAVERAS P6** | 3/23/2013 |
Fawaz Nakhoul - Fillia Balatoglou -
Dany Yaacoub - Camil Dbouk -
George Zakaria Daniel - Gujit Singh
- Joseph Younes - Mohammed Shafi-
ulla - Nizar Amin - Jalal Habbab -
Michel Achkouti - Ricardo Evangelista
Jr. - Omar Kaakani - Kristine Diahnn
Bunaton - Sancho Closa.

**BASIC SAFE SCAFFOLDING ERECTION
AND DISMANTLING (INSPECTOR)**
| 3/24/2013 |
Elsan Opez Lapidante - Balamuthu
Rengarajan

FIRE MARSHAL TRAINING
| 4/23/2013 - 5/02/2013 |
Parvez Alam - J. Divyaraj Leon -
Elsan Opez Lapidante - Dante Camo
- Elias Ali Inaty - L. Shahul Hameed -
Noel Peruchio - Balamuthu Rengarajan -
Sujith Surendran - Jialan M. Gamboa

> Social News

| WEDDINGS 01-13 TO 06-13

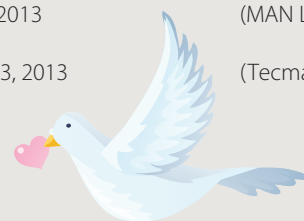
- (MAN Qatar)
- Shahul Hameed & Hameedunisa
January 6, 2013
 - Mohammed Shabeer Thalthodika & Rusna P.K.
February 3, 2013
 - Surendra Sada & Sangita Sada
March 10 2013
 - Abhinay Kinattingalakath & Nansy
May 18, 2013
 - Philippe Harrak & Jane Deeb
June 15, 2013



- (MAN Lebanon)
- Camille Henaine & Elizabeth Tokhtarian
May 5, 2013

| NEWBORN BABIES 01-13 TO 06-13

- Debbie Glenn Osorio, **Nathan** born March 13, 2013 (MAN Qatar)
- Rabi Matraji, **Adam** born May 17, 2013 (MAN Qatar)
- Issam Madi, **Sally** born March 13, 2013 (MAN Lebanon)
- Khalil Dagher, **Ibrahim** born April 3, 2013 (Tecman)



PRESS ECHOES

LE COMMERCE DU LEVANT | MAY 2013

actualitéimmobilier

Les gratte-ciel de la capitale

Symbole de réussite et de puissance, les tours font la fierté de leur constructeur et de leur promoteur qui se livrent une farouche bataille pour avoir le gratte-ciel le plus haut de la ville. Cette compétition est logiquement téléguidée par le profit. Plus les tours sont élevées, plus le prix de vente (qui se base sur une hausse standard de 100 dollars le m² par étage) sera élevé. Inq immeubles résidentiels de plus de 34 étages sont actuellement en construction à Beyrouth. Le phénomène marque le boom récent des constructions de très grande hauteur dans la capitale. Bizarrement, aucun ne se trouve au centre-ville. Il est fort à parier qu'à court terme, Solidere ne manquera pas une occasion de participer avec les autres promoteurs à cette course aux étages. On parle déjà d'une tour de 60 étages !

Avec 51 étages, Sama Beirut détient actuellement le record national. Pour comparaison, Burj Khalifa à Dubai totalise 160 étages. Située à Sodeco, Sama Beirut comporte une base commerciale avec des boutiques puis quelques paliers de bureaux. Du 10^e étage au sommet, la tour est uniquement résidentielle. Afin de redynamiser ses ventes, le promoteur (Fadi Antonios) a réduit les surfaces des appartements par rapport au projet initial. Ainsi, les plus petites unités varient de 194 à 291 m². La grille des prix commence de 4 900 à 5 600 dollars le m² suivant l'emplacement. Dessinée par le groupe Erga, la tour se termine par un duplex de 1 414 m² aux 50 et 51^e étages. A ce jour, l'appartement le plus élevé qui a été acheté se situe au 39^e.

Rue Georges Haimari à proximité de la place Sassine sur l'un des points culminants

d'Achrafieh, Sky Gate bénéficie d'un site remarquable qui domine la capitale. Dans le prolongement des tours Tial Tower, Atomium Towers, Abou Hamad, Sky Gate affiche 42 étages et 59 appartements dont la majorité varie de 343 à 424 m². Les prix commencent à partir de 5 000 dollars le m².

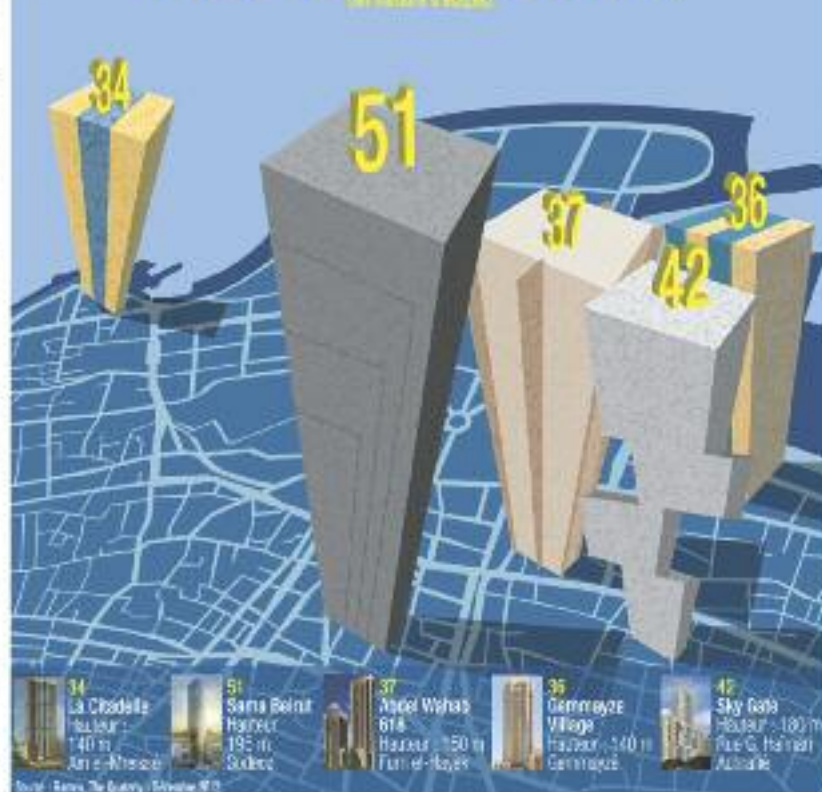
Comme pour Sama Beirut, la construction a été confiée à la société Man Enterprise.

Abdel Wahab 618 compte cinq immeubles dont une tour de 37 étages. Dessiné par les architectes Kevin Dash et Joseph Marcun, le projet offre environ 3 000 m² d'espaces verts, soit 56 % de la surface de la parcelle. Située au cœur de Fum el-

Hayek, la tour propose des unités de 520 m² à partir de 4 500 dollars le m². Plus de 50 % du projet a déjà été vendu principalement au moment du lancement de sa commercialisation en 2008. Le groupe Abniah est en charge de sa construction. Le promoteur d'Abdel Wahab 618 (CGI) construit également Gemmayze Village qui couvre une parcelle d'environ 7 000 m². L'un des six immeubles du projet est une tour de 36 étages avec des appartements de 443 et 393 m². Bien que mis sur le marché depuis 2008, le projet a accumulé les retards : fouilles archéologiques et mise sous étude du quartier. La fin des travaux est prévue courant 2015.

Située à Ain el-Messé entre les hôtels Palm Beach et Le Vendôme, La Citadelle totalise 34 étages dont deux niveaux techniques et 44 000 m² de surfaces résidentielles. Les propriétaires incluent les promoteurs Jamil Ibrahim et Rafic Charafeddine. Les appartements de 685 m² disposent de 4 mètres de hauteur sous plafond. Vendre de telles surfaces alors que le marché des larges appartements marque le pas s'annonce comme un défi ! La Citadelle compte une piscine sur le roof, une salle de sport et un jardin privé de 3 000 m². Officiellement, les prix commencent à partir de 8 000 dollars le m².

Les cinq tours les plus hautes de Beyrouth
(en mètres d'étages)



Lebanese in Focus

Beirut Terraces Lays Foundation to Completion

Beirut Terraces, the pioneering development first known as Beirut Towers, commenced construction in February in the spirit of the project: the joining of many into one foundation. The consortium represents the spirit itself: the all national unity, showcasing the synergy between the vision and the reality of the world stage set to be completed by 2015. In addition to the national and the international community, Beirut Terraces and MAN Engineering represent an entire family-like business. In this moment, the project of concrete work is a real estate development. From Beirut to England, representation

develops project management and executive board members, the team has created by many hand, contributing to make this iconic project a masterpiece. Dr. Hady Chahine and CEO of Beirut Terraces, continued on the occasion: "It is a great pleasure for us to be working the project with a high level of professionalism, the completion of our vision - Beirut Terraces - is a great moment to share with the entire team and represent our successful partnership and common vision." Mr. Michel M. Nader, Chairman of MAN Engineering also commented: "When we launched construction in July, we were committed

to delivering the project on time. It was a great honor to be working here to achieve our commitment to the project while we worked our common relationship with all partners." "Our main intention is to create Beirut Terraces will eventually stand tall as a landmark high rise, affirmed by the individual business, as well as look to share its position, financial and strategic light and enable the project to be shared equally. From today, we are not only a business of design, materials, and energy-efficient engineering, all of them, a vision of the future of green, sustainable design, a regional, sustainable neighborhood.



"It is a great honor to be standing here to celebrate our commitment to the timeline while we reinforce our concrete relationships with all partners."



Beirut Terraces Construction Site

ELLE MAGAZINE MIPIM AWARDS

| MARCH 2013 - CANNES - FRANCE

TERRASSES UNIKES

Beirut Terraces, real estate
project, designed by
MAN Engineering, is a
unique concept, created
by the architect
Hervé Heryng & de
Meynon, (awards of the
Prix de l'Architecture) with
descriptive and
platform of engineering
energy efficient, as
well as the use of
materials and
construction techniques.



Beirut Terraces يضع لبنان على الخريطة العالمية



تتفكك خلف مشروع Beirut Terraces، ويصنع المشروع العالمي، فوجوه
التي بلغ الميزانية المخطط لها 1.5 مليار دولار، حيث شارك في المشروع
المؤيد والمالية والصين، يعتبر هذا المشروع إنجازاً كبيراً، وهو ما يعكس
شروع Beirut Terraces، بتسليمه في عام 2015، ويضم المشروع
بمستوى عالمي، وهذا يتركز كجزء من شركة Beirut Terraces، ويضم المشروع

وذلك Beirut Terraces، إنجازاً إسلامياً على الصعيد العالمي، إذ يعتبر
المشروع العالمي الوحيد الذي بلغ الميزانية المخطط لها في الشرق الأوسط
العالمي، يعتبر هذا المشروع إنجازاً كبيراً، وهو ما يعكس شروع Beirut
العالمية، حيث بلغ الميزانية المخطط لها 1.5 مليار دولار، ويضم المشروع
بمستوى عالمي، وهذا يتركز كجزء من شركة Beirut Terraces، ويضم المشروع

والجوائز
وفي إطار فعاليات هذا الحدث، تم تنظيم حفل فاعل لتوزيع الجوائز على
المشاركين في 14 آذار، وقد أقيم الحفل على Beirut Terraces، ويضم المشروع
المؤيد والمالية والصين، يعتبر هذا المشروع إنجازاً كبيراً، وهو ما يعكس
شروع Beirut Terraces، بتسليمه في عام 2015، ويضم المشروع
بمستوى عالمي، وهذا يتركز كجزء من شركة Beirut Terraces، ويضم المشروع

AL BALAD NEWSPAPER | MARCH 2013