



Since 1985

# AAA & Sons Co. Corporate Profile

AbdulKareem Abdullah Al Mutawa & Sons Co.



**We are leading consultants, local representatives and joint venture partners, with a large and diverse portfolio of corporate activities within key sectors: oil and gas, aviation and infrastructure.**

## Chairman's message.

At AAA & Sons, we are your trusted and reliable long-term local partners. Over the past three decades, we have built a proud legacy and established long-standing partnerships that have actively contributed to national development. We consider ourselves as a bridgeway, connecting global players to the market in Kuwait and vice versa.

We are expert consultants and market insiders with extensive experience in the fields of oil and gas, aviation, and infrastructure. We pride ourselves on our ability to support, counsel and assist our partners at every step throughout their sales cycles and business journeys in Kuwait. Our philosophy is to become an extension of our partner's operations, acting as determined problem-solvers as we strive to maintain and ease workflow in order to keep all parties informed and all project works streamlined and on-track.

In an ever-changing market with its own complex mix of regulatory and operational frameworks, we make it our mission to keep a finger on the pulse. That means we are able to respond to any and all changes rapidly and effectively. More importantly, we provide invaluable counsel and support to our partners at all times.

Our goal has always been to think ahead and work for the long-term, as we always maintain our impeccable standards across our entire operation.

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**Abdulkarim Abdullah Al Mutawa**  
Chairman of AAA & Sons



## Table of contents.

- 01.** A Short Introduction of Who We Are.
- 04.** What is our Vision and Mission.
- 05.** A Brief Summary of our History, Legacy and Milestones.
- 09.** Meet our Team of Experts.
- 13.** A Short Description of our Services.
- 16.** Aviation and Infrastructure.
- 17.** Al Mutawa Interiors.
- 19.** Our Clients.
- 21.** What We Have Achieved to Date.
- 25.** Our Investment Portfolio.

Established in 1985, AAA & Sons were one of the very first companies in Kuwait to evaluate, introduce, and represent leading international firms in the local market by, assisting and supporting these firms' operations in Kuwait from start to finish. Our professional support as experts has enabled our partners to actively contribute to various mega-projects in Kuwait both in public and private sectors at a massive scale.

Over the years, AAA & Sons was able to expand and diversify its portfolio. Our expertise, growth and success in the field gave us the confidence to safely and proficiently branch out into other key sectors.

As trusted consultants, we have been very selective with the international firms we venture towards representing in Kuwait. We create long-lasting partnerships that add true and tremendous value to the country's development goals.

## About us.





## Our vision.

To continue to develop strategic relationships with leading companies around the world within our key sectors.

To contribute to the economic growth of the countries in which we operate.

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## Our mission.

To expand opportunities for the international and local businesses we work with.

To contribute to international and local business development plans while enhancing their presence in Kuwait.

## Our History, legacy & milestones.

Our humble beginnings in 1985 were primarily focused around a key emerging industry in the country: aviation. We partnered with Lufthansa Technik in 1994, securing aircraft service agreements with local airlines before expanding into the GCC and beyond. In fact, AAA & Sons has represented and supported a diverse selection of international aviation partners spanning across the MENA region, including fruitful associations with the Sudanese and Tunisian airlines.

With a growing portfolio that grew to include both international carriers and private airlines, we began catering to all aspects of the aviation industry and establishing AAA & Sons as one of the strongest traders when it comes to supplying a vast number of products and services.

## Our most notable milestones in the aviation sector:

- Handling the VIP configuration of interiors for the Jabriya Airforce One Royal Suite.
- The sale of 15 brand new Embraer Brazilian aircrafts to Saudi Airlines.
- Entering a joint venture to manufacture novel economy seats with American-based partners in Los Angeles.
- The sale of four aircrafts to Qatar Airways and the purchase of two others from them.

## Growing into infrastructure:

Within ten short years of successful operations focused on the aviation sector, we established ourselves as trusted consultants and field experts. That is when we decided to venture into new territories in order to meet the growing demand of the Kuwaiti infrastructure market.

Through networking and forming solid relationships with key industry leaders and our various governmental clients in Kuwait, we succeeded in introducing our joint venture partners, including PERI and Louis Berger to the market. Through these successful partnerships and joint ventures, we were able to see mega private and public infrastructure projects in Kuwait take shape, including roads, bridges, highways, government and commercial buildings.

## Our most notable milestones in the infrastructure sector:

- Undertook the Jaber Al Ahmed Stadium project through partnership with Philipp Holzmann.
- Undertook a solid-to-waste treatment plant in Subiya through partnership with Philipp Holzmann.
- Undertook the Boubyan Bridge project through partnership with China Harbour.
- Supplied high standard scaffolding and formwork for key projects, including Hamra Tower, NBK HQ, Kuwait Investment Authority and Arraya through Joint Venture agreement with PERI.
- Undertook signature projects including the Jahra Road, Regional Roads and Sabah Al Salem University City through Joint Venture agreement with Louis Berger.

## Our leap into energy:

Further capitalizing on our hard-earned expertise in liaising fruitful partnerships and serving as true business development agents and sales representatives, we managed to successfully enter the oil, gas, and energy sector by 2016. We aimed to bridge the gap between international companies and the local market needs. We also began evaluating and representing top suppliers and engineering firms, such as Asprofos Engineering and Viking Engineering, introducing them to the local giants in Kuwait.

To this date, we are proud to be one of the only local partners providing sales services at the magnitude and scope in which we do within the Kuwait market.

## Our most notable milestones in the oil, gas and energy sector:

- Long-term chemical supply to Kuwait Oil Company.
- Supply of UPS to ISCO & Al Ghanim International Co.
- KNPC – FEED study for zero non-emergency flaring for MAA Refinery and Gas plant.
- MEW – Detailed Engineering for the upgradation of fuel supply system infrastructure within Shuwaikh power and water desalination plant.

**Meet our team  
of experts.**



**Abdulkareem Al Mutawa** is a passionate and seasoned consultant with a breadth of experience spanning a multitude of key economic and business sectors. He holds more than thirty-five years of experience spent navigating the Kuwait market.

Beginning his career with the Kuwait Fund for Arab Economic Development, where he held senior positions as Senior Economist and Senior Advisor to the Director General. Abdulkareem began honing his skills as an insight-driven, solutions-oriented consultant. With a keen eye for identifying new opportunities within the market and his innate business acumen, he is able to drive these opportunities to their full potential. He transitioned to the private sector in the early 2000s.

In addition to several entrepreneurial ventures of his own, Abdulkareem served as a trusted senior consultant for various companies across a wide range of sectors, including: aviation and aviation services, construction and construction services, engineering, telecom, and technology.

From 1993 onwards, Abdulkareem focused his efforts primarily on servicing the aviation sector, establishing himself as one of the most-sought after consultants and partners in that field. He was the key figure behind growing and expanding AAA & Sons aviation sector, building an impressive portfolio of partners, client and associates over the course of three decades.

Abdulkareem has served as Chairman or Board Member for a number of prominent public and private sector entities, both in Kuwait and abroad. Some of the most noteworthy of those include: Kuwait Pipe Industries & Oil Services (Kuwait), Falcon Aviation Company (Switzerland), Al Wataniya Development & Investment Holdings Company (Libya), Al Telal Real Estate Company (Kuwait) and Board Philipp Holzmann Contracting Company (Kuwait/Germany).

Abdulkareem holds degrees in Economics & Political Science from Iowa State University (IOWA) and Kuwait University.

**AbdulKareem Al-Mutawa**  
Chairman & Director of Aviation

A civil engineer by trade and profession, **Hamad Abdulkareem Al Mutawa** is a strategic, technical thinker who adopts a comprehensive and details-oriented approach to project management.

Having previously served as a Regional Director at the Louis Berger head office, he has a wealth of hand-on, senior-level experience when it comes to the infrastructure sector.

He was an instrumental figure in developing AAA & Sons infrastructure sector with Louis Berger, involved in all aspects of the operations - from the bidding stages, through to the design phases and all the way until the completion of projects. He also serves as a board member in the JV company AAA/LB.

Hamad graduated earned his degree in Civil Engineering from Virginia Polytechnic Institute and State University (Virginia Tech).

**Hamad Al-Mutawa**  
Director of Infrastructure



With wide-ranging professional experience garnered across various industries and sectors, **Bandar Al Mutawa** is the consummate business development consultant. Dynamic and results-oriented, he is well-versed in the areas of effective business leadership, strategic business insights and strategic business management.

Highly adept at mobilizing and judiciously managing resources, Bandar is an immersive team leader builder and facilitator, continuously seeking to optimize efficiency, productivity and long-term business value across all operations, projects and ventures. He is renowned for his ability to formulate and implement innovative strategies that seek to optimize opportunities and maximize sustained profitability.

He has been an integral part of expanding AAA & Sons operations into the energy sector, driven by his insights-fueled abilities to identify and build upon emerging market opportunities.

Prior to his current role as Director of AAA & Sons Oil & Gas division, he served as an Analyst at Global Investment House in the Asset Management Department, as well as holding the position of Chief Operating Office (COO) at Castle Technologies. He has also served as board member for a number of tech-focused start-ups.

**Bandar Al-Mutawa**  
Director of Oil & Gas



As local consultants, we specialize in providing advanced business development solutions and in-depth market research capabilities, guaranteeing that no opportunity goes missed for any of our partners. Keeping our finger on the pulse at all times. We are constantly gathering, curating and carefully analyzing the latest business insights and market intelligence, actively seeking new opportunities for our partners and identifying new partnership potentials for the local market.

We are also market-leaders when it comes to the unparalleled quality and comprehensiveness of the support services we provide across the entire lifecycle of projects and ventures – from the bidding stage, to the award, and all the way up to the final completion of the project.

This includes inclusive sales support services, logistical support and operational guidance post project-award – including client negotiations, review of documentations and submissions, payment collections or certifications, claims negotiation as well as progress tracking. We also assist our partners with legal counsel if needed, in collaboration with our legal partners, AlGhunaim & Al Humaidhi Law Firm.

## Our services.





## Aviation.

In addition to our international business development role within the aviation industry, we also provide engineering services. We specialize in the procurement of overall aircraft machinery including engines, tires, turbines, seats, and a variety of food selection and more, in addition to aircraft post-sale maintenance services.

Some of our key aviation partners include:

- Lufthansa Technik.
- Iacobucci Hf Aerospace.
- Greiner Aerospace.
- Testori Aero Supply.

## Infrastructure.

Capitalizing on our local joint ventures with international partners, such as Louis Berger & PERI, while leveraging our own reputation as well-versed consultants in the field, we introduce top players in the construction industry worldwide to the culture of the local market.

Our contributions to national infrastructure development within the construction sector include the provision of exceptional design and construction supervision services, as well as supplying high-quality scaffolding.

Some of our key infrastructure partners include:

- Louis Berger.
- Peri Scaffolding.
- China Harbour Engineering Company Ltd.

Our passion for opulent architecture and construction led us to develop an interior design division, with an in-house team of designers who specialize in luxury interiors and woodworks. Today, Al Mutawa carpentry is amongst the finest and most prominent names in the market, with an established legacy of fine workmanship that dates back to the early 1970's.

Through our high-caliber partnerships, engaging with leading architecture and interior design firms in Kuwait, we focus on high-end interior and finishing works for VIP clients in both residential and commercial projects.

Our portfolio of elite projects includes thousands of villas in Kuwait. Some of our notable projects in this field include Diwan Jaber interiors, Commercial Bank of Kuwait Head Office and Al Imam Al Saleh Mosque renovation.

The core of our offering centers on delivering world class interiors by providing exceptional and well-tailored customer service, coupled with an uncompromised commitment to quality of design and execution.

Al Mutawa Interiors offers a full suite of interior design, finishing and carpentry services, ranging from wall, fabric and leather claddings, to glass, stainless steel and lighting, as well as customized furniture. We employ state-of-the-art technologies in our technical installations and fittings, with top quality materials for our furnishings, the newest in the market.

## **Al Mutawa Interiors.**



With over 30 years of professional experience, we have managed to uphold a reputation as a trusted local partner and sales representatives, with a diverse and noteworthy portfolio of premier clients including, but not limited to:

- Ministry of Public Works
- Ministry of Electricity and Water
- Ministry of Youth
- KOC
- KNPC
- Local key contractors

## Our clients.



وزارة الكهرباء والماء  
Ministry of Electricity & Water



وزارة الأشغال العامة  
MINISTRY OF PUBLIC WORKS



Jahra Road & Jamal Abdul Nasser Street Developments



Al Assima Mall and Tower



Jahra Hospital



Jahra Courts Complex



New Palace of Justice

**Some of our notable projects involvements.**

## Jahra Road and Jamal Abdul Nasser Street Developments

**Joint-venture with Louis Berger.**

**Services provided:** Design and supervision.

The Jahra and Jamal Abdul Nasser multi-leveled expressways are considered two of the largest transport infrastructure projects worldwide. The scope of work entailed transforming the existing central roads into internationally standardized multi-levelled highways, extending 11 km across the western region of Kuwait. It also included the upgrading and reconstruction of the existing service roads to provide additional traffic lanes with enhanced new, or relocated utilities infrastructure.

## Jahra Hospital

**Joint-venture with Peri**

**Services provided:** Supply of Formwork and Scaffolding

The Jahra Medical City project is one of the largest healthcare developments in the world. The Medical City is comprised of eight separate buildings, boasting a total built-up area of 724,000 sqm. This includes a fully equipped 1234 bed hospital, dental facility, regional health administration, a women's center, trauma center, and outpatient facilities. The health complex also features other service buildings.

## Al Assima Mall and Tower

**Joint-venture with Peri**

**Services provided:** Supply of Formwork and Scaffolding

The Assima development is a new landmark project located in the heart of Kuwait City, which will offer new retail, entertainment and leisure facilities. The development features a five-floor high-end mall, with over 17,000 sqm of F&B and 2,400 sqm of leisure, and a 54 floor commercial tower. The Assima project is being built according to the highest of international standards, featuring the newest technologies including ETFE translucent roofing.

## New Palace of Justice

**Joint-venture with Peri**

**Services provided:** Supply of Formwork and Scaffolding

Once completed, the new Palace of Justice in Kuwait is going to be the largest smart judicial building in the Middle East. The project is located in Kuwait City, overlooking the Arabian Gulf and covering a plot area of 33,384.50 sqm. The landmark building, fitted with the latest technologies of smart buildings, will house more than 141 courtrooms and around 131,000.00 sqm of office space spread over 26 floors.

## Jahra Courts Complex

**Joint-venture with Peri**

**Services provided:** Supply of Formwork and Scaffolding

The Jahra Courts Complex in Kuwait is considered one of the key developments in the State that reflect the evolution of the justice system in the country. The judicial smart building consists of a 17 floor main building, with a total built-up area of 95,026 sqm, in addition to an automated car park building that was constructed on a plot area of 5000 sqm – featured in Guinness World Records, as the largest of its kind in the world.

### Other notable projects:

- Kuwait Investment Authority Tower – Joint-venture with Peri.
- National Bank of Kuwait – New HQ Tower – Joint-venture with Peri.
- Five packages in Metlaa New City – Joint-venture with Louis Berger.
- Ali Al Salem and Ahmad Al Jaber Airbases – Joint-venture with Louis Berger.
- Ministry of Youth project management – Joint-venture with Louis Berger.
- Roads and infrastructure design at Al Zour Refinery – Joint-venture with Louis Berger.
- New Sabah Al Salem University City – Joint-venture with Louis Berger.
- Al Hamra Tower – Joint-venture with Peri.
- College of Arts & Education – Joint-venture with Peri.

As a result of AAA's operational capabilities and in-depth industry knowledge, the group has expanded its investment portfolio to include a spectrum of different industries.

Notable current investments to date include:

### **HC Bridge Company (USA)**

The HC Bridge Company's specialty is the development of hybrid composite structural alternatives that can accelerate bridge construction and provide structures with service lives beyond 100 years.

### **The Taken Seat**

The Taken Seat is a Kuwait-based venture builder that leverages an internal complementary ecosystem of talent, proprietary knowledge, infrastructure and other critical resources to build new ventures from the ground up. It conceives, launches, and scales the next generation of disruptive ventures in the Middle East. Through this initiative, they strive to help unite people, technology, and resources to solve society's most urgent challenges. AAA & Sons has proudly been an investor, supporter, and contributor to The Taken Seat, in its capacity as limited partner. In addition to providing funding and assistance, AAA & Sons has taken an active role in facilitating networking opportunities and using their long-standing relationships in the market to promote ventures.

## **Our investments.**





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