



NEWSLETTER

Abdul Latif Jameel Oils Company Limited

ALJOC Annual Gathering - KAEC



After spending the past 6 years with ALJOC, I feel very privileged to be writing this message as the Managing Director. It has been a rewarding year for ALJOC where our hard work, customer commitment, and contributions to company initiatives have been essential to our success. We began our journey in 2013 and over the years we have been successfully building the Toyota Genuine Motor Oil Brand which has now become synonymous with our commitment to providing quality product and solutions for our customers

First and foremost, I want to say a huge thanks to the ALJOC family. ALJOC has been able to deliver a year on year impactful performance as result of the enormous collective effort by our employees, suppliers, partners and service providers. We have had a great year where we have been

able to make great progress on multiple front including sales volume, diversification and digitization.

We continue to improve and expand our business with the goal always being to build growth, being competitive and establishing an outstanding workplace. In the upcoming year, my hope for everyone is to continue our customer commitment, seek out opportunities for personal growth on new tasks and initiatives, and continue addressing challenges head on.

Looking ahead, we are focused on execution of our growth strategy leveraging digital, building on the strength of our brand, providing innovative customer products and solutions and in bringing positive change to the communities in which we work and live.

ALJOC Annual Gathering - KAEC:

ALJOC Managing director Adnan Miraj lauded the efforts of his employees at the annual gathering, in which he specifically thanked all sales, marketing, supply chain, admins and all employees under his leadership for their outstanding performance in 2018 and encouraged them for a new outstanding achievement in 2019. The annual gathering took place in King Abdullah Economic city and included team building activities, lunch and other activities to engage all members and validate their effort.



RAMADAN IFTAR:

ALJOC held the annual Iftar ceremony in Agave restaurant and cafe, in the presence of their MD Mr. Adnan Miraj, the chief corporate officer Mr. Rowaid Al Sawaf and all the company associates in all the departments. Ramadan Iftar has become an annual tradition at ALJOC Company to foster closer ties between staff and the management.



Wholesalers Incentive Trip TO Malaysia:

In April, 2019 ALJOC planned a trip for their top wholesalers to share valuable time with them as their top customers and as an incentive subject to the exceptional sales achievement took place in 2018, Malaysia was their destination for this year. The program designed to cover the 8 days that the wholesalers enjoyed between different cities in Malaysia as Kuala Lumpur and Sepang.



ALJOC diversification and Hyundai Oil:

In line with ALJ Investment Strategic intent to support diversification, ALJOC has partnered with Hyundai Oil Bank to introduce Hyundai Xteer Lubricants in Saudi Arabia. This partnership will pave new ways for ALJOC to diversify its business portfolio into adjacent services within the same universe. Hyundai Xteer is an aftermarket lubricants product that fit vehicle, shipbuilding, and construction machinery and a strong brand that is being sold in more than 60+ Countries. Hyundai products are now available in the Saudi Market and as a new product in CarHub.



Employee of the Quarter Award:

ALJOC has started a new staff incentive scheme for their employees (GM& below) from 1st of Jan, 2019. The scheme has been designed to reward and recognize the achievement of the top performers in the organization on quarterly basis.



New Roles:

Abdulrazaq Jamjoom - As Head of Supply Chain
Hussam Abu Alkhair - As External Sales Manager
Mohammed Al Murtadha - As Internal Sales S. Manager