

BEKHMA GROUP COMPANY PROFILE

" Trust and mutual respect is the foundation
of our sheer success "

Majeed Surchi CEO

2017
NOVEMBER

www.bekhmagroup.com

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MESSAGE FROM CEO

Believing in a prosperous and thriving future for Kurdistan region of Iraq, Bekhma Group was founded in 1999 as an investment firm with an aim to strengthen the economy of the region through investment in Oil & Gas and construction industry. Being an autonomous region since the Gulf war in 1990, the Kurdistan region was presented with lucrative business opportunities by being blessed with natural resources. In the emerging market back then, there were several challenges to surmount in order to build an oil refining plant in the region. Overcoming all the economic and political barriers, for the first time in Kurdistan, we invested in constructing a modest small capacity oil refinery (200 bpd) to gain the lead in this vital industry and to supply energy in the region.

Pioneering the small refinery in the region encouraged further hydrocarbon exploration and production and working with multiple local partners, we invested in five more small refineries, which was just the beginning of today's refinery industry that we see in the region. Alongside with oil and gas, we focused on construction work to help to build a community surrounding the major cities. We constructed roads, health centres, primary schools and residential houses for UNCHS Habitat and FAO.

Kurdistan region of Iraq is commercially a fully autonomous region developing at a remarkable rate. In relative to surrounding countries with political and economical disturbances, the Kurdistan Regional Government is currently politically stable and the development of the country is undertaken in a sustainable manner by equitable resource allocations and through implementation of prudent economic policies for businesses to prosper. The resultant development, particularly the drastic growth in the Oil & Gas industry over the years since the discovery of 45 billion barrels of crude oil and 200 trillion cubic meters of natural gas reserves in 2007 has contributed enormously to the expansion of such economic activities as construction, power, logistic, energy supply and security.

The Company has built a reputation for being reliable and efficient – thanks to the vision and hard work of my team and partners. In 2017, we have undergone a major corporate restructuring and organization to incorporate my two sons, Muthafar and Mubeen as the new team members.

The future of Kurdistan region relies on quality services as well as competent team to do the job and fill the gaps in the industry and we, Bekhma Group working with partnerships, are here to surmount economical and technical challenges and offer a tailored solution to ensure client satisfaction while meeting our defined vision in developing an economically robust nation in the world. We look forward to working with you in near future.

Majeed Surchi CEO

WELCOME TO BEKHMA GROUP

We appreciate you taking the time to go through the Bekhma Group company profile. This is a great opportunity for us to communicate our services and key competitive strengths to you.

This profile is designed to provide you with an introduction to Bekhma Group, and we hope and look forward to meeting our clients personally to develop a relationship through one-on-one interaction shortly.

Since our inception in 1999, we have developed a trusted and reliable business firm by building lasting relationships with our clients, employees, partners, suppliers and contractors. With over 18 years of work under our belts, we continue to learn, improve and develop from this experience, with an aim to strengthen the economy of the Kurdistan region.

We extend our deepest appreciation to all those who have contributed to the development of Bekhma Group over the years, and we thank you for your interest in our Company, and look forward to working with you.

Our Philosophy

" Our mission is to remain reliable and efficient at the forefront of the Kurdish oil & gas and construction industry through quality, honesty, and hard work "

Majeed Surchi CEO (1999-Present)



INTRODUCTION

Bekhma Group is a privately owned investment firm consisting of a group of companies with main business focus on construction, logistic (fuel supply), commodity trading, real estate development and security services. The company founded in 1999, is a member of Iraqi American Chamber of Commerce and industry, with offices located in Kurdistan region of Northern Iraq and in the near future also in Europe and Gulf countries.

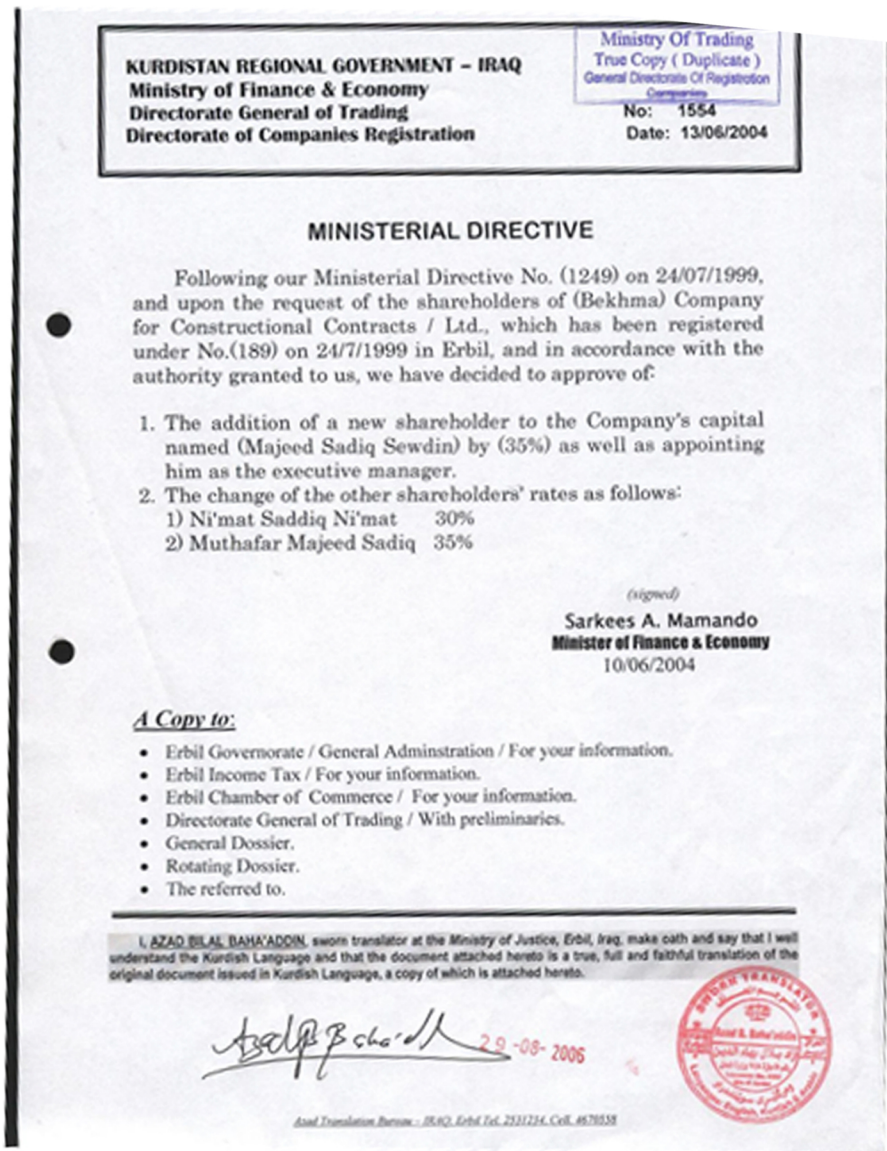
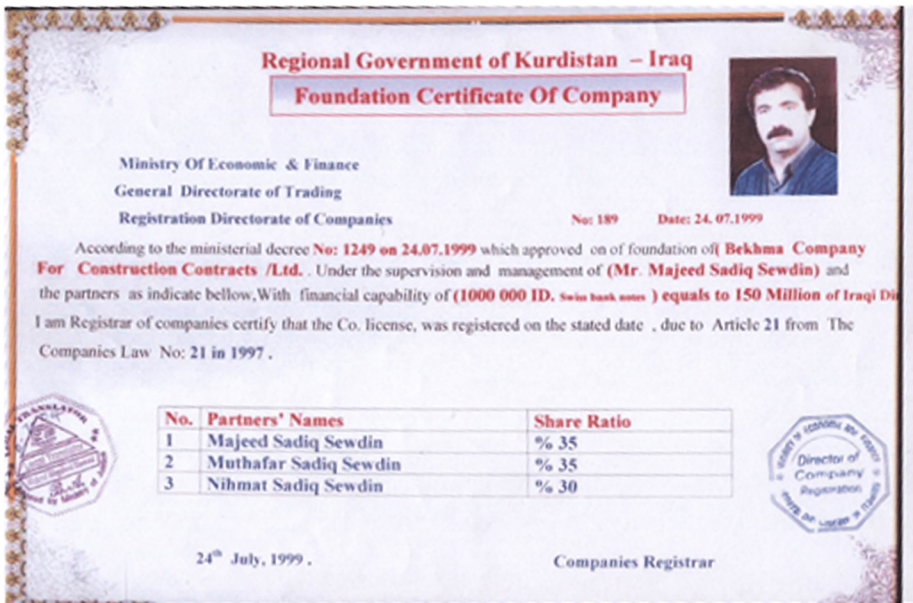
Having client oriented mind sets, we offer consultancy services and tailored solutions to problems and challenges in the field of road, building, residential and substation (electrical work) construction, energy / fuel supply including buying and purchasing, real estate development and security services.

Working in partnerships, our team consists of wide arrays of competent professionals including Engineers, Technicians, Consultants and Financial Market Specialists who have the expertise to provide tailored solutions to meet the diverse and specific requirements of our clients.

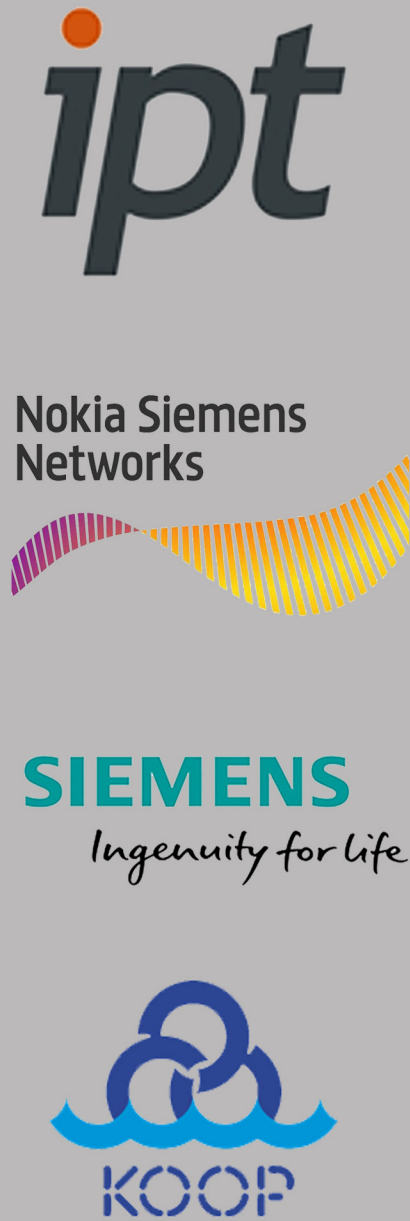
Since our inception in 1999, Bekhma Group has experienced a remarkable growth in its core businesses in terms of revenues and winning contracts. Retaining client's relationships and expanding partnerships further aided to extend our operations in the Kurdistan regional market.

Believing in flourishing future of Kurdistan region, Bekhma Group has been dedicated to the economic development of the region and the community we operate in. We uphold the principles of universal integrity, business ethics and responsible management.

BEKHMA GROUP CERTIFICATE



PARTNERSHIP COMPANIES LOGO



SUBSIDIARY COMPANIES

- 01. ➡ Bekhma Company for Construction v& Contract Ltd.
- 02. ➡ Hawler Oil
- 03. ➡ Bekhma Security

PARTNERSHIP COMPANIES

- 01. ➡ Nokia Siemens Networks tGmbH, Germany
- 02. ➡ Siemens Transformers S.p.A., Italy
- 03. ➡ Siemens Sanayi ve Ticaret A.S., Turkey
- 04. ➡ Ipt International Power & Technotogy GmbH, Germany
- 05. ➡ KOOP International for Construction, Netherlands
- 06. ➡ CIVELEC Construction & Electric Ltd., Kurdistan Region of Iraq

We are constantly looking for future partnerships to participate in tenders / bids from Ministry of Natural Resources, UN and other organizations in the field of construction, fuel supply, security and other oil & gas services.

KEY CLIENTS

01. ➡

DGC International for End User DLA Energy

02. ➡

UNCHS (United National Centre for Human Settlements) Habitat

03. ➡

FAO (Food and Agriculture Organization)

04. ➡

USAID United States Agency for International Development

05. ➡

Erbil International Airport

06. ➡

Ministry of Industry & Electricity, Kurdistan Regional Government

07. ➡

Ministry of Transport & Telecommunication, Kurdistan Regional Government

08. ➡

Ministry of Natural Resources, Kurdistan Regional Government

09. ➡

Salahadin Municipality

10. ➡

Duhok Directorate of Electricity

11. ➡

Duhok Directorate of Road



KURDISTAN REGIONAL GOVERNMENT
MINISTRY OF ELECTRICITY

CONTRACT NO: KRG-MOE/S-01/2007

Erbil and Dohuk Stage 3 Substations

Between

THE MINISTRY OF ELECTRICITY

and

BEKIMA


CERTIFICATE OF PARTIAL SUBSTANTIAL COMPLETION

In Accordance with Clause 10 of the Condition of Contract for Construction Works, this is to certify that Daratoo 33/11kV substation has been substantially completed in accordance with the Contract on the **24th day of April 2010**, including any outstanding work identified in the Agreed Defects/ Pending Items List in accordance with Section 3.3 of the Contract Agreement / Employer Requirements. These outstanding items, which the Contractor certifies will not affect the proper and safe operation of the works, are to be completed with due expedition within the specified period in Section 3.3 of the Contract Agreement / Employer Requirements.

Issuance of this Certificate does not relieve the Contractor of his responsibilities for compliance with Clause 11, Defects Liability, of the Condition of Contract for Construction Works and any other obligations under the Contract.


Dilawor Arit
Project Manager,
Transmission, Erbil

19-5-2010


Othman H Ali
General Director of Electricity,
Electricity Network

20-5-2010

DISTRIBUTION:

1. Original-Contractor
2. Ministry of Electricity



Certificate of Substantial Completion

KEY MANAGEMENT PERSONNEL



Majeed Surchi
Chief Executive Officer, Bekhma Group
Vice President of Erbil Chamber of Commerce & Industry, Kurdistan Region of Iraq



Muthafar Surchi, BA
General Manager, Bekhma Group



Sheno Nazee, BEng
Operation Manager, Bekhma Group



Mubeen Surchi, BA, LLB
Administrative & Finance Manager, Bekhma Group

CORE MISSION

Bekhma Group envisions to be one of the regional leaders in Construction and Oil & Gas industry in providing value-added construction services to our customers by creating a successful partnership with them throughout the construction process. Our pledge is to establish lasting relationships with our customers by exceeding their expectations and gaining their trust through exceptional performance by every member of the construction team.

Being a leading energy supplier in the world, our mission is to contribute to the energy sector by striving to optimise resources and meet the expectations of our clients and people we engage in business with. We consign high importance to providing our customers with uncompromised quality and innovative solutions to today’s global energy challenge.

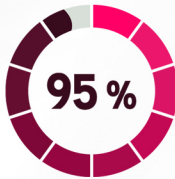
Bekhma Group will continue to take advantage of emerging opportunities and enhance relationships with our expanding customers based anywhere in the world. Our mission is to grow in an innovative, safe, environmentally responsible and profitable manner for a long-term benefit.

KEY ORGANIZATIONAL VALUES

Our Core values and the elements are listed below, respectively:

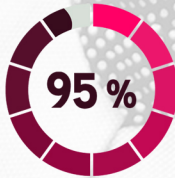
INTEGRITY

We act responsibly and are accountable as individuals and as a company, we operate with ethics and fairness and comply with all required rules and regulations, we do what we say and say what we do.



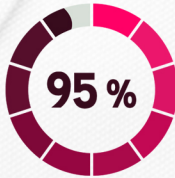
STAFF

We recognize that our primary asset is our people, and that a truly successful company needs to be a rewarding work environment for its staff. Our organization is structured and managed to provide ample opportunity and encouragement for our team to reach their optimum potential. We believe that trust and mutual respect forms the base of our success.



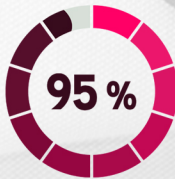
PROFESSIONALISM

We apply the best standards in our conduct and service delivery, our people are competent and hardworking. We endeavour to adhere to the highest ethical standards in the industry and of our profession; adopt best practices; ensure quality of service and personal attention to clients and we recognize and celebrate achievements.



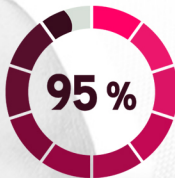
SAFETY

Safety is a responsibility of every employee. At Bekhma Group, we understand that accidents are prevented through cautious planning, appropriate training, and cooperative efforts in all areas of our operations. All our work is performed in the safest possible manner. The challenges and advancements faced by the Construction and Oil & Gas industry are unique in terms of safety. Effective preventative measures are therefore always identified and implemented at all our work sites.



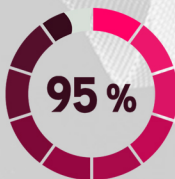
INNOVATION & CREATIVITY

We have a strong desire for improving performance and are constantly looking for ways to do, so we think outside the box. We think differently and strive to apply innovative thinking and creativity to everything we do.



CONSTANT IMPROVEMENT

Bekhma Group has a proven track record of excellent performance, founded on a commitment to offer services in accordance with agreed terms and conditions with our clients. Therefore, the desire and commitment to improve on everything we do here is of the utmost importance to Bekhma Group. This unwavering dedication towards progression is what broadens the focus of our business and allows our employees to thoroughly examine every aspect of their performance at Bekhma Group. We remain steadfast in our tradition to deliver superior performance, attention to safety issues, satisfaction to our customers and fulfilment for our employees.



BUSINESS SERVICES

- 01 CONSTRUCTION & CIVIL WORK
- 02 LOGISTICS (ENERGY SUPPLY)
- 03 STORAGE SOLUTION
- 04 COMMODITY TRADING
- 05 REAL ESTATE DEVELOPMENT
- 06 SECURITY SOLUTION
- 07 CORPORATE SOCIAL RESPONSIBILITY



01: CONSTRUCTION & CIVIL WORK



With the company philosophy that honesty and integrity are as important as the bottom line, Bekhma Construction is dedicated to providing superior service in construction and civil work through supplying full ranges of services. Our objective is to ensure that deliverables, quality, schedules and budgets are met with client’s requirements and we strive every day to maintain that.

Our commitment to execute projects with highest quality, on schedule and within budget while adhering to excellent standards of quality, health, safety and environmental positioned us to be a very competitive and successful construction community in Kurdistan. In line with the growing demands to build Kurdistan and Iraq infrastructure and new developments, the company has invested in its resources to meet international standards and upgraded its fleet of equipment in preparation to participate in upcoming diverse projects.



We can provide tailored solutions in the following areas of construction:

- Road and bridges
- Building construction (schools, health centres)
- Residential and commercial housing
- Electrical work (power generation facility, substation etc.)
- Telecommunication work
- Supply of construction and electrical equipment and materials

Working with a partner, CIVELEC Constructions & Electrics Ltd. we have accomplished several construction projects ranging from road construction, residential & commercial housing, schools, health centres, supply of materials and electrical equipment, construction of electrical sub-station and installation of electrical networks for international companies, organizations and Government since 1993.

Bekhma Construction has received a gratitude letter from UNCHS (Habitat) and Duhok Governorate for being one of the most determined companies in completion and delivering the projects before scheduled time in accordance with specifications and standards.



“The two most crucial infrastructure issues in the region are water and electricity. The ability to deliver clean, treated drinking water is largely dependent on the availability of a reliable source of electricity and we, Bekhma Group, have tailored solution to it all”

Sheno Nazee Operation Manager (2017-Present)

Project – Installation of Stage-3 T4 Substation in Erbil and Dohuk



Client: Ministry of Industry and Electricity, KRG
Contract Value: \$ 64,217,561.00
Year: 2007-2012



Project – Installation of Electricity Network in Erbil



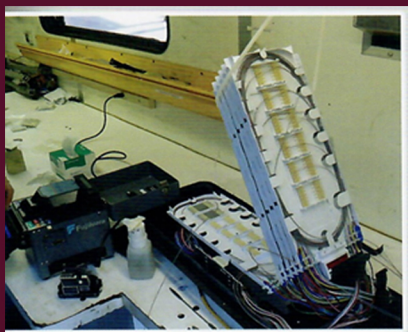
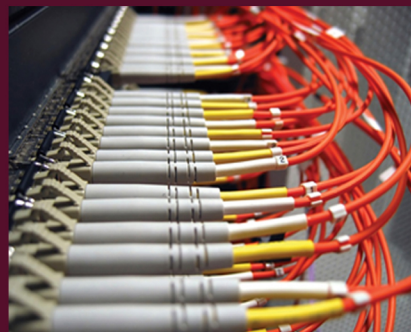
Client: Ministry of Industry and Electricity, KRG
Location: 40 Shahidan (Bakhtiary), Erbil
Contract Value: IQD 1,018,852,650.000 (USD 815,100.00)
Year: 2005-2010



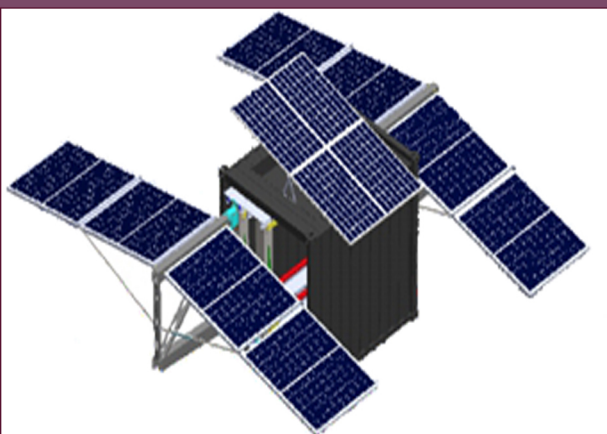
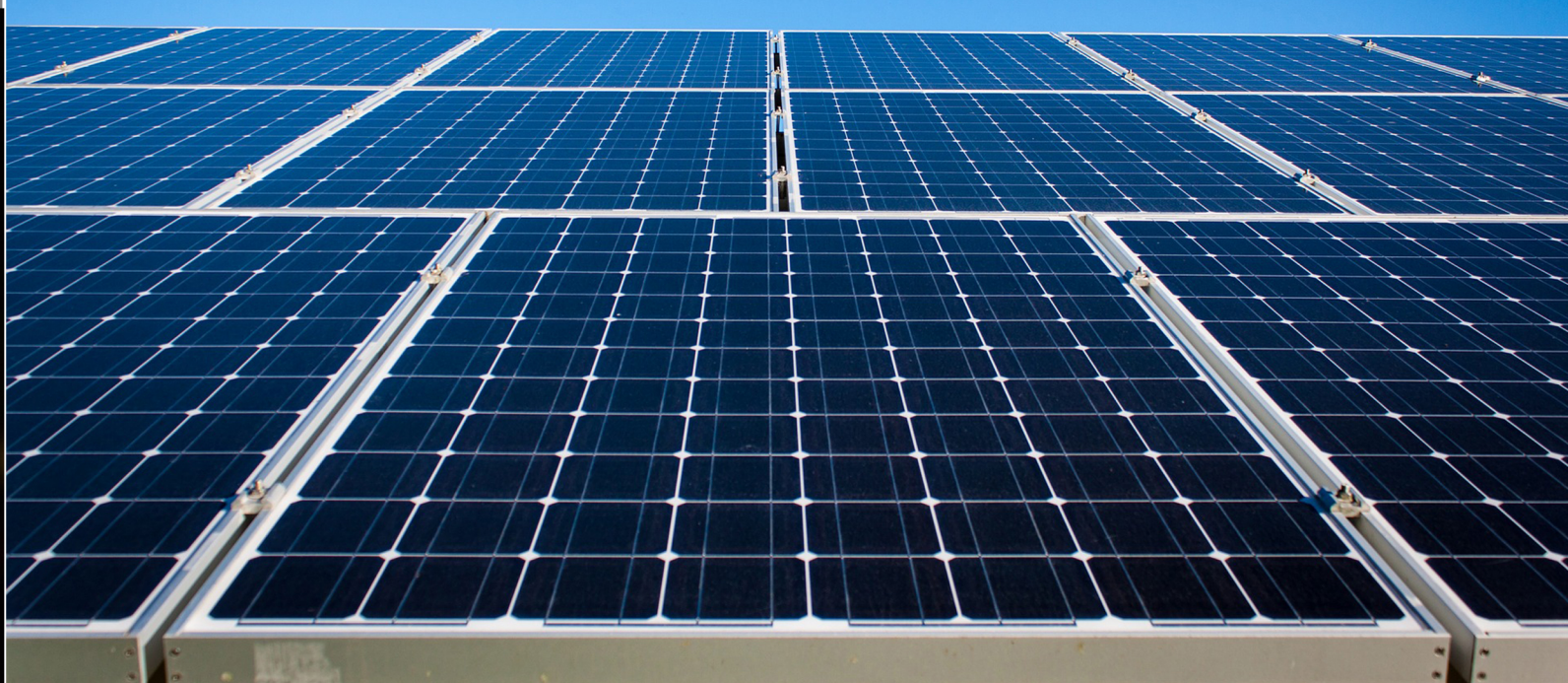
Project – Installation of SDH & Fibre Optic Cable to Join Erbil Exchange with Remote Exchange



Client: Ministry of Transport and Telecommunication
Location: Erbil & Zakho
Contract Value: \$ 2,340,000.00
Year: 2004-2008



Solar Container as Mobile Power Supply and Water Treatment Plant

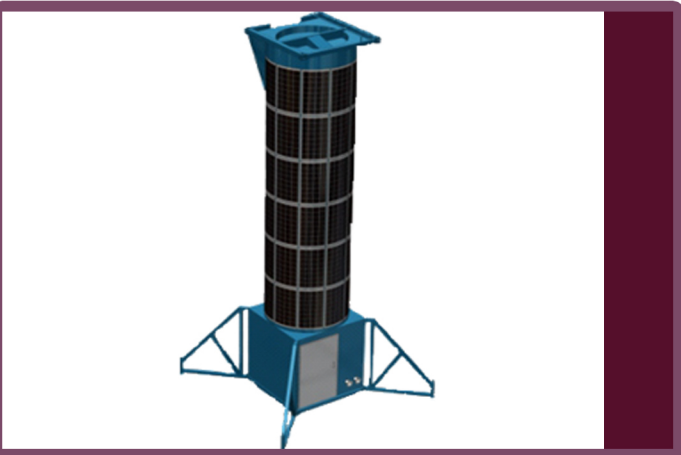


Partnering with Terra-Tec GmbH, a leading supplier of mobile energy solution, Bekhma Group intends to resolve energy challenges in the rural areas of Kurdistan region of Iraq. We offer solar container as mobile power supply unit (in power range between 4 kWp and 47 kWp) that is an ideal solution for energy production especially in rural areas with limited existing infrastructures. It is built in lead or lithium-ion batteries for temporary storage for later use (night or in bad weather). The total investment costs for a solar system in the container are therefore significantly lower and even more economical.

- Benefits:
- ☑ Plug & play
 - ☑ Buy, supply and operate.
 - ☑ Even a change of location is no problem

Our mobile water treatment plant is the perfect solution for de-salination, purification and sterilization of water. The mobile water tower provides a fast, effective and regenerative water treatment at every location.

- Benefits:
- ☑ Plug & play
 - ☑ Buy, supply and operate
 - ☑ Even a change of location is not a problem
 - ☑ Easy way of desalination, purification and sterilization
 - ☑ No local power supply necessary
 - ☑ Renewable
 - ☑ Automatic adjustments and measurements of sterilization & disinfection



Model	Power Box 5	Power Box 10	Power Box 24
Capacity (Max.)	5000 L/day	10,000 L/day	24,000 L/day
Microbiological Contamination	0	0	0
Residual Chlorine	0.3-0.5 mg/L	0.3-0.5 mg/L	0.3-0.5 mg/L
Turbidity	< 2 NTU	< 2 NTU	< 2 NTU

*For more information about our products, please contact us.

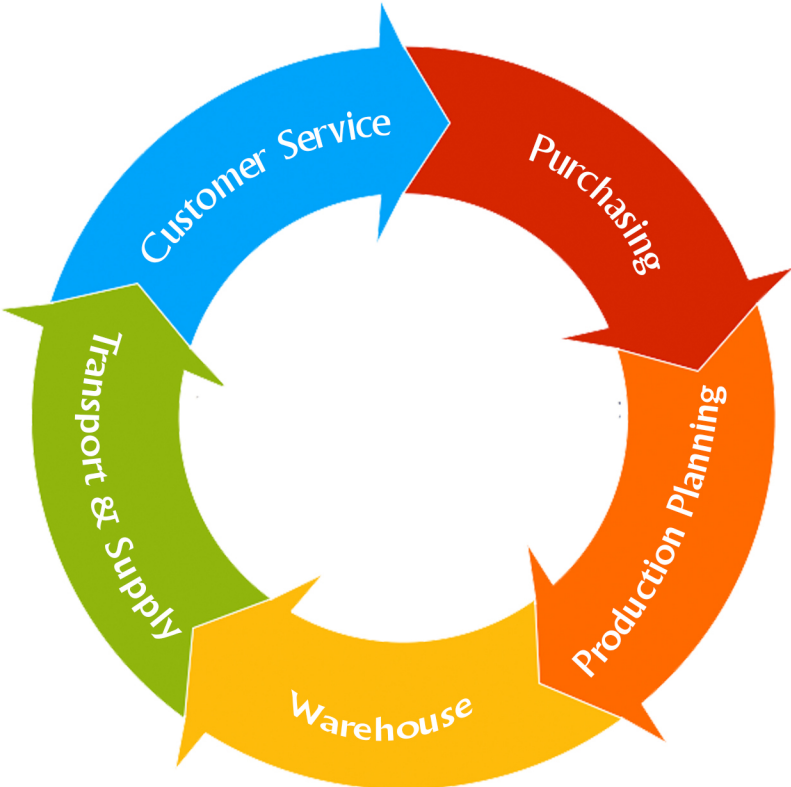
02: LOGISTICS (ENERGY SUPPLY)



Bekhma Logistic team specializes in entire process development and implementation of energy supply chain management, import/export trade and international freight forwarding. Our dedicated staff ensures that all is done with utmost professionalism and dedication. Our logistics team operates effortlessly with our trading desks to manage freight exposures and to ensure safety and efficiency to our physical transactions.

We are proud of serving energy based products that ease our costumer's life, and increase growth and development in world economy. Due to the increase on the demand of our products, the company has adjoined with other companies, and associated refineries, to supply the demand. Our target is to satisfy our clients, not only with quality, but with excellent service and delivery.

Our products are priced according to Platts in Europe and Middle East, with products originated in all over the world. We are also capable of trading local products in the Kurdistan region. Our cli-enteles include private companies to confidential Government entities in the region.



Project – DGC International / DLA Energy Fuel Supply



Bekhma Group has been supplying over 10 million litres of various commodities (diesel, enhanced jet fuel, gasoline) every month since the beginning of 2016 to DGCI / DLA Energy based in Kurdistan region of Iraq.



Masaef Fuel Station, Erbil



Sazan Fuel Station, Erbil

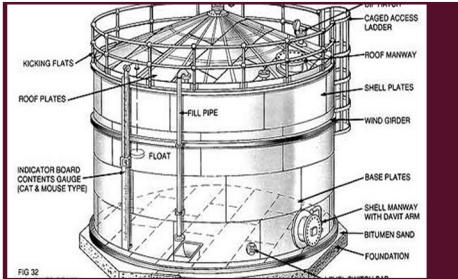


03: STORAGE SOLUTION



In partnership with a local company, Bekhma Group currently holds and manages a fuel storage facility located on Makhmur road, Kurdistan region of Iraq. A total of 3.5 million litres capacity tanks can store various commodities including diesel, jet fuel, gasoline and crude oil. In addition, we have 5 warehouses (each of 1000 square meters size) just outside the Erbil city, on the Pirmam` road, Kurdistan region of Iraq.

Depending on demand, we are capable of expanding our storage capacity in the Kurdistan region of Iraq in order to meet client’s expectation.



04: COMMODITY TRADING



Bekhma Trading team specializes in commodity trading internationally with our global networks in Asia, Middle East, Europe and North America. From our beginnings in oil trading areas, Bekhma Group has focused its main activities in intermediation and international commerce of oil products, not only refined, but other different kinds. We have a long relationship with business, and with some of the most important companies, refineries, and oil suppliers.

As a result of our continuously expanding client base while rekindling relationships with existing clients, we are able to match buyers and sellers based on their specific demands and requests. We handle all prospects with great discretion and confidentiality. Our agents are continuously in the field promoting our listings with operators who are buying and selling properties.



Buyers are given the opportunity to review our listings and select the prospects that best suit their goals. Bekhma trading team facilitates all aspects of the transaction, financial capacity, providing all contracts needed, handling negotiations and complete follow through. Sellers are given the option to place their properties in our listing service. Sellers can be assured that we are continuously promoting their properties on a daily basis.

All our products and commodities come from countries that are characterized by their unsurpassable quality. Our company’s strategy and business guidelines allow us to obtain and facilitate top quality products at competitive prices, to our clients and potential buyers.

We specialize in vending and marketing of the following products in the Kurdistan region of Iraq:

- Low Sulphur Diesel
- Jet Fuel (JP A1)
- Jet Fuel (JP 8)
- Gasoline (All Grades)
- Crude Oil (Kurdistan & Iraq)
- Sulphur



Our extensive expertise our flexible financial conditions allow us to provide multi transactional structures offering valuable solutions to our clients. In the process, our team provide creative solutions to overcome the pricing, logistical, and financial barriers that may stand in the way of such transactions. Thus we create and maintain the long-lasting relationships that enable us to maximise opportunities.



Using our market intelligence to anticipate market trends, we are always able to provide competitive solutions. Trading around the world, our trading activities encompass all geographical areas and serve a network of national oil organizations, major oil companies and independent trading companies. Bekhma Group trades in crude oil and the full array of its derived products, as well as specialized products where opportunities arise.

05: REAL ESTATE DEVELOPMENT



Bekhma Real Estate is a growing real estate development company with an unwavering commitment and passion for developing high quality, uniquely designed residential and commercial buildings. We specialize in the development of ground-up residential projects in Kurdistan region. With extensive experiences, our leadership team has established partnerships with investors, leading design engineers and joint venture partners. The company has a keen eye for detail, understands all phases of development, and is hands-on throughout every aspect of the process from beginning to end.

We take pride in our ability to foresee up-and-coming neighbourhoods and to identify development opportunities before the rest of the market catches on. We endeavour to stay ahead of market trends and are in constant pursuit of innovation in keeping up with modernization while retaining the regional culture in every development project we undertake.



06: SECURITY SOLUTION

Bekhma Security offers security consultancy and solutions for regional issues. Being a client oriented company, we are committed to provide tailored solutions to client's requirement and prioritize on protecting client's assets including personnel, property and facilities in the one of the most challenging geopolitical environments, while adhering to high ethical standards.

We utilize our excellent relationships with governmental agencies and commercial organisations to support your business and protect your assets, regardless of your area of operations. We deploy security managers with regional experience to ensure close and effective working relations with senior security and policy agency members. This gives us access to the latest information and intelligence.

Our security services include:

- ☒ Armoured vehicles
- ☒ Transfer of goods and valuables
- ☒ Escorting personnel
- ☒ Competent security guards with valid weapon license.
- ☒ Security in commercial and resident housings



Our security teams are regularly trained. Training is mandatory for one week in every 6 months. Our personnel are equipped with bullet proof vests and hand set radios. They are covered by insurance and medical facilities are provided.

Since our emergency in 2004, over the course of last 13 years, Bekhma Security offered security solutions to following international clients in the region:

- DAI United States Agency for International Development
- INMA Agribusiness Development USAID Project
- IRD International Relief & Development
- KEC International Ltd.
- IMC International Medical Corps
- SSANGYUNG
- AMIDEAST Iraq
- BBAC Bank of Beirut & the Arab Countries S.A.L
- Blom Bank



07: CORPORATE SOCIAL RESPONSIBILITY



At Bekhma Group, we consider ourselves as the global citizens we are committed to benefitting the local communities in which we operate. Our social/community responsibility objectives are designed to develop and maintain a sustainable position when presented with social, economic and environmental challenges.

We as Bekhma Group prioritize and emphasize environmental protection as well as health and safety, particularly regarding oil related activities. We aim to offer services with minimum environmental impact without compromising the quality of our services.

Our employees are required to act honestly and ethically when dealing with business counterparts. A zero tolerance approach to any deviation from such standard is followed throughout the company.

Undertaking socially responsible initiatives is truly a win-win situation. Not only will our company appeal to socially conscious consumers and employees, but we'll also make a real difference in Kurdistan. Transparency and honesty about what we're doing are paramount to earning the public's trust.

CORPORATE SOCIAL RESPONSIBILITY



QUALITY, HEALTH, SAFETY & ENVIRONMENTAL



We are determined and committed to achieve the highest standards in quality, health, safety and environmental ("QHSE") performance and intend to continue strengthening our position as a leader in safe and compliant offshore and onshore operations around the world. We comply with ISO 9001:2015 for Quality Management System, ISO 14001:2004 for Environmental Management System and OHSAS 18001:2007 for Health & Safety Management System in our business operations.

Safety for our people, our communities and the environment takes priority on every project. We are committed to implementing dynamic and robust HSE programs, as well as cultivating an organizational culture committed to superior HSE performance.

Our QHSE concept includes the following key areas:

- QHSE program planning & development
- Record keeping and document control system
- Hazard Identification
- Risk Assessment
- Work Permit System
- Inspections
- Non-conformance Control
- Incident / Accident Reporting & Investigation
- Corrective & Preventive Action
- Internal audits for regulatory compliance
- Environmental Impact Assessment
- Health Program (Fit to Work)
- Emergency Response
- HSE training
- QHSE performance measurement, monitoring and review
- Management review



OUR TALENT

Our lean company structure enables us to make rapid decisions in today's fast evolving world. Our operations are staffed by experienced professionals from all ranges of disciplines (operation to finance). At Bekhma Group, we are constantly evolving in order to meet new challenges, while training and developing our personnel to ensure a competitive edge.



CONTACTS



Muthafar Surchi
General Manager
+964 (0) 750 445 7755
info@bekhmagroup.com



Sheno Nazee
Operation Manager
+964 (0) 750 414 6755
sheno.nazee@bekhmagroup.com

HQ Address: Vila No. 411, Dream City, Erbil 44001, Kurdistan Region of Iraq
Other Office: Bekhma Company for Construction & Contracts Ltd, 60m Road, next to Mosque, Erbil, Kurdistan Region of Iraq.
Telephone: +964 (0) 627 38308
Website: www.bekhmagroup.com
LinkedIn: www.linkedin.com/company/bekhmagroup