

### Unikai Foods P.J.S.C

## Corporate Governance Report For the Year ended 31st Dec, 2018

www.unikai.com



Unikai Foods (P.J.S.C) is a public shareholding company incorporated on 11<sup>th</sup> April, 1977 by a Decreed from his Highness the ruler of Dubai. Unikai is committed in its performance to the high standards of governance focusing on transparency, fair business deals and compliance with laws & regulations issued by Securities & Commodities Authority in which:

# 1) Application of the principles stated in the Chairman of Authority's board of directors resolution No. (7 R.M.) of 2016 concerning the standards of institutional discipline and governance of public shareholding companies:

- a) Unikai conducted the following procedures in implementation of the Chairman of Authority's board of director's resolution no. (7 R.M) of 2016 in respect of governance control:
  - Amend the company's Article of Association to comply with the governance rules.
  - Appointing of independent Board members.
  - Appointing audit committee by the board.
  - Appointing Remuneration & Nomination committee.
  - Appointing internal control department & compliance officer.
- b) Unikai has become compliant with the standards & procedures as set out by the resolution No. (7 R.M) of 2016.

The company will continue to comply with Securities & Commodities requirements particularly the new requirements which have been approved by the new commercial companies' law no. 2 of 2015.

# 2) Statement of dealing carried out by directors and their first degree relatives in Company's securities during 2018:-

During the year 2018, there was a transfer of shares from Mr. Rahma Abdulla Rahma Al Owais to six family members one of whom is the Board of Director;

Name of the Shareholder	2018	2017	Remarks
Abdulla Rahma Abdulla AlOwais	342,937		Unikai Board Member
Mohammad Rahma Abdulla Rahma AlOwais	342,937	-	First degree relative
Ali Rahma Abdulla AlOwais	342,937		First degree relative
Maryam Rahma Abdulla AlOwais AlShamsi	171,468	-	First degree relative
Fatima Abdulla Saif AlShamsi	220,465	-	First degree relative
Sultan Rahma Abdulla Alowais AlShamsi	342,937	<u> </u>	First degree relative
TOTAL	1,763,681	1. <del>-</del>	First degree relative

No other dealings were carried out by any director including their first degree relatives in Company's securities during the year 2018.

The directors of Unikai are committed to disclose the dealings in the shares of the company on annual basis.

#### 3) Formation of the Board of Directors:

The board of directors consists of 7 members who have significant experience in different fields and areas which will help the board in taking the right decisions at the right time for the best interest of the company's business & activities.



### A. Directors details:

Name	Position	Category	Qualifications/ membership in any company or government position	Member since
Mr. Khalaf Mohammed Saeed AlMulla	Board Chairman	Non- independent/ Non- Executive	Diploma Hotel & Restaurant Management from Newbury College- Boston – USA BBA, Business Administration, a recognized figure in business market across ME. Expert in strategic planning and implementation – Guiding and directing an enterprise through substantial change management utilizing strong and effective strategic leadership.	23/03/2017
Mr. Mana Mohammed Saeed AlMulla	Executive Vice Chairman	Non- independent/ Executive	BA in Business Administration from Suffolk University USA, a recognized figure in business market across ME, currently is the Chief Group Support Services Officer of ETIHAD Airways, in addition to board membership with other companies: Abjar Hotels LLC, Member of Executive Committee of Mohammed & Obaid Al Mulla LLC	05/06/2014
Mr. Osama Ibrahim Ahmad Seddiqi	Director	Independent/ Non- Executive	BA in Business Administration – USA, currently a CFO at SEDDIQI HOLDING LLC (Holding Company for Ahmed Seddiqi & Sons LLC, Seddiqi & Sons Investment LLC, Al Manara International Jewellery, Seddiqi Properties, Swiss Watch Services LLC and Dubai Watch Week)	23/03/2017
Mr. Abdulla Essa Mohamed Al Zaabi	Director	Independent/ Non- Executive	BA American University, currently Business Development Manager at Al Futtaim Enterprises.	05/06/2014
Mr. Majed AbdulKarim Mohammad Julfar	Director	Independent/ Non- Executive	BA Computer Engineering, South Kent University-UK, currently Head of Corporate and Investment Banking coverage - Deutsche Bank.	05/06/2014
Abdulla Rahma Abdulla Al Owais	Director	Non- independent/ Non- Executive	LLB (Lawyer), Al Safa Investment Board Chairman, member of Al Matrooshi Advocates & Legal Consultants, board member of Modern Bakery, board member of United Foods Co PJSC.	05/06/2014
Mr. Mish'al Mohamed Abdullah Moosa	Director	Independent/ Non- executive	BA in business administration Bradford University - ACCA (Association of Chartered Certified Accountants) from FTC Kaplan , Leeds, UK , currently Managing Director at Zain Property Developments LLC	23/03/2017



#### B. Directors Responsibilities

Board of directors' role is to represent the shareholders and act in their interests and is ultimately responsible to them. It is incumbent on the Board to add value and enhance the Company's position thorough utilizing the effective governance practices and their skills in all of the Company's work. The Board publishes the governance report annually so as to apprise the Shareholders of the Company's work in each financial year. Such report is produced so as to advise of the statement of practices and processes followed by the Board for achieving its tasks and activities; inform of what matters the Board keeps for consideration and the frequency of such meetings,

Furthermore, the Board is tasked with and assumes the following roles and responsibilities:

- Designing and revising the corporate strategic orientation and approving the annual operation budget and work plans.
- Taking decisions in relation to capital structure as well as the corporate benefit distribution policy.
- Revising, accrediting and monitoring main corporate strategic and investment connections.
- Auditing and approving annual and seasonal financial data.
- Complying with applicable laws and regulations as well as all effective accounting criteria.
- Developing an appropriate risk management framework for defining, assessing and reducing risks.
- Developing appropriate policies and authorities for effective corporate governance.

#### C. Female participation in Company Board activities for the year 2018:-

The current Board of directors does not have any women representation as no female application was received during the last elections.

Discrimination between male and female is strictly prohibited as per Unikai's policies and procedures and therefore; there are no constraints which prevent women from candidacy and receiving any administrative or professional or leading positions or membership of the board.

The Company adopted the right procedure in publishing an invitation to participate in Board elections in the newspapers which was open for all without discrimination, but No female application was received during the last elections.



#### D. Statement of Directors Remunerations

- 1. The total remuneration that was paid to the Board of Directors during 2017: AED 147,429.
- 2. No remuneration will be paid to the directors during 2018.
- **3.** The allowances paid to the directors expenses and fees for the board members who work in any committee, during financial year 2018 are as below. These fees are paid for attending committee meetings only:

S. No.	Name of the Member	<b>Directors Allowance</b>	
1	Mr. Abdulla Essa Mohamed al Zaabi	AED 55,000	
2	Mr. Majed Abdulkarim Mohammad Julfar	AED 75,000	
3	Mr. Osama Ibrahim Ahmad Seddiqi	AED 60,000	
4	Mr. Abdulla Rahma Abdulla Al Owais	AED 7,500	
#	TOTAL	AED 197,500	

An amount of AED 197,500 was paid for the committees members during the year 2018.

#### E. Unikai Foods Board held Four (4) meetings during 2018, as per the following details:-

	Attendees of Current Board Members						
<b>Board Meetings</b>	Khalaf Al Mulla	Mana Al Mulla	Osama Seddiqi	Majed Julfar	Abdullah Al Owais	Abdullah Al Zaabi	Mish'al A. Moosa
1st 22/02/2018	×	1	×	1	✓	✓	<b>✓</b>
2 <sup>nd</sup> 10/05/2018	✓	<b>✓</b>	<b>✓</b>	1	×	✓	<b>✓</b>
3 <sup>rd</sup> 06/08/2018 By Circulation	✓	<b>✓</b>	✓	<b>✓</b>	✓	✓	✓
4 <sup>th</sup> 11/11/2018	✓	<b>✓</b>	×	1	✓	✓	<b>✓</b>

#### F. Tasks & responsibilities of the executive management:

- The CEO of the company executes all works and objectives set by the board of directors along with making sure that all work units are effectively managed in terms of main sources and profitability.
- The CEO is mainly concerned with achieving visions, tasks, strategic plans, annual plans and extending considerable contributions in the general objective; with a view to improving visions of the Company in all activities.
- The CEO is also responsible for all corporate processes, profitability, sustained growth, developing the operation plans and work plan as well as directing the Company towards executing its objectives.
- According to articles of association of Unikai Foods (PJSC), CEO is authorized to sign all documents, execute all contracts in support of Company interest and carry out all actions according to authorization provided thereby by the Board.
- During the year 2018 the Board has not delegated any additional roles or responsibilities to the CEO.



#### G. Relationship with Related Parties

Company deals with related parties, in sale and purchase transaction, in reasonable and competitive prices, that could be obtained from any other dealer. Terms of any such dealings match ordinary common commercial transactions, during which each party works independently in support of its own interest, without any force or pressure from other party. Related parties are parties under common control, or managed by any director.

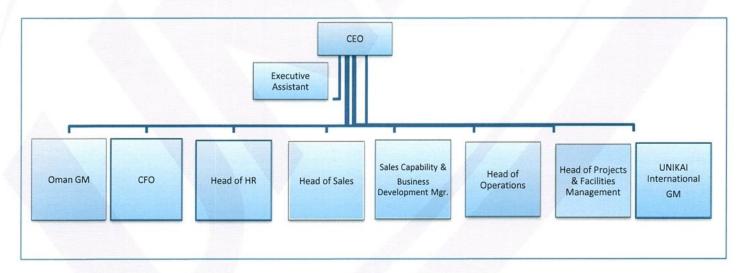
Following are details of major transactions with related parties during 2018:- (Unikai took a preapproval from the shareholders during the Annual General Meeting held on 22<sup>nd</sup> March 2018 for the expected business with the companies that qualify as related parties).

Sl.	Transactions with Related Party	Transactions Value	Nature of Transactions
1	United Foods Company PJSC (Con Shareholders)	nmon AED 2,097,889	Supplier of Margarine
2	Innovation Direct Employment Services (Mr. I Abdulkarim Mohammad Julfar is Independent Di in Unikai and Partner in Innovation)		Supplier of manpower.
3	Abjar Hotels (Common shareholders and Boa Directors)	rd of AED 889,495	Customer of company's products

These transactions are evaluated and verified by the external auditors of the company and has been disclosed in the financial statements for the year 2018.

#### H. Organization Chart

The company is managed by the CEO in accordance with the company's policies & procedures, where all head of departments are reported directly to him.





### I. Statement of Company Senior Management -:

#### All amounts are in AED

Sl.	Name	Job	Date of Joining	Total benefits - 2018	Other benefits	Any Cash / Non Cash Benefits paid during 2018 or will pay in the future
1.	Mana Al Mulla	Executive Vice Chairman	23 <sup>rd</sup> March 2017	1,200,000	N/A	N/A
2.	Neeraj Vohra	СЕО	1 <sup>st</sup> August 2015	1,376,556	N/A	N/A
3.	Franklin Isacc	Head of Operations	8 <sup>th</sup> November 2016	634,255	N/A	N/A
4.	Abdul Munim Qureshi	CFO	12 <sup>th</sup> October 2017	732,340	N/A	N/A
5.	Kaushal Chhabra	Oman General Manager	1 <sup>st</sup> September 2013	693,639	N/A	N/A
6.	Mohamed Sherif Mohamed Rizk (last working day was 12th April 2018)	Head of Sales	25 <sup>th</sup> October 2017	140,000	N/A	25,000
7.	Asif Siddique	Head of Sales	1 <sup>st</sup> April 2018	338,642	N/A	6,000
8.	Georgios Tsolakis	Head of HR	6 <sup>th</sup> December 2017	396,000	N/A	N/A
9.	Adam Ragab (last working day was 16th Oct 2018)	Sales Capability Manager	1 <sup>st</sup> November 2017	222,708	65,633 (End of Service Benefits)	23,600
10.	Krishnakumar Menon (last working day was 14th May 2018)	Unikai Internationa l GM	2 <sup>nd</sup> February 2017	120,000	46,000 (End of Service Benefits)	N/A
11.	Ahmed Bedier	Projects & FM Head	5 <sup>th</sup> January 2016	330,000	N/A	N/A



#### 4) Summary of External Auditor

In 2018, the general assembly of Unikai appointed KPMG Company as an external auditor based upon a recommendation extended by the Board; for the purpose of conducting the financial auditing, in accordance with international standards of auditing, those standards require compliance with ethical requirements and plan, perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement. The general assembly estimated KPMG Company's fees at AED 240,000.

KPMG is deemed one of the pioneering auditing companies all over the world. This company was established in the United Arab Emirates in 1973. Further, the company hires seven hundred employees and possesses branches in Abu Dhabi, Dubai, Sharjah, Fujairah and Ras Al Khaimah as well as 145 branches around the world.

Details of external account auditor are highlighted below:

Sl.	Auditor	No. of years as auditor	Service Type	Total remuneration 2018
1-	KPMG	One year	Audit	AED 280,111
2-	KPMG	-	IFRS Implementation and Review of Valuation Reports	AED 107,745

During 2018 Unikai didn't assign any other audit firm to perform the external audit other than the above mentioned company which has been assigned by the ordinary general assembly.

The company paid AED 40,111 for the outlays and overrun expenses. Also, there were no any others services except mentioned above during the year 2018. The auditors are retiring by rotation in 2018.

#### 5) Audit Committee

#### Audit Committee duties & responsibilities as assigned by the Board

- 1. Develop and apply necessary policy to engage external and internal auditor, present necessary reports to the Board highlighting certain steps to be followed, with Committee recommendations regarding steps to be taken.
- Follow up and control external and internal auditors' duties, discuss any issues related to duties assigned thereby, scope of audit process, and its effectiveness according to approved audit standards.
- 3. Monitor the contents of Company financial statements and reports (annual, quarterly), review reports, particularly:
  - Any changes in account policies or practices.
  - Highlight points for board's consideration.



- Any major amendments observed during audit process
- Assumption of company's business continuation on going concern basis.
- Compliance with accounting standards proposed by SCA.
- Follow up listing & disclosure rules and other legal requirements regarding financial statements preparation.
- 4. Coordinate with directors, senior management, regarding Company's duties, provided that Committee shall meet Company's auditors annually at least once.
- 5. Discuss any extraordinary and important points to be highlighted by reports & statements, to be presented to senior management.
- 6. Review financial control, internal control and risk management systems.
- 7. Discuss internal control with management, ensure fulfillment of necessary obligations regarding the establishment of an effective internal control system.
- 8. Discuss independent auditor mission, business plan; respond to any major inquiries presented by auditor particularly regarding account records, financial accounts, or control systems.
- 9. Ensure board's timely response to any inquiries or questions regarding any major issues offered by independent auditor.
- 10. Provide support & assistance to the board in order for the board to fulfill its responsibilities.
- 11. Review the compliance with the disclosure requirements of the Dubai Financial Market and SCA.

#### Audit Committee Formation - Audit Committee is formed as follows:

Sl.	Name	Capacity	
1 Mr. Osama Ibrahim Seddiqi		Audit Committee Chairma	
2 Mr. Abdullah Essa Al Zaabi		Member	
3	Mr. Majed Abdul Karim Julfar	Member	

#### Audit Committee Meetings during 2018 :

Audit Committee held 4 meetings during 2018 as follows:

Audit Committee Meetings	Mr. Osama Seddiqi	Mr. Abdulla Al Zaabi	Mr. Majid Julfar
14 Feb, 2018	×	<b>√</b>	<b>✓</b>
10 May, 2018	✓	1	✓
31 July, 2018	<b>√</b>	<b>✓</b>	✓
08 Nov, 2018	✓	×	✓



#### 6) Nomination & Remuneration Committee:

#### • Nomination & Remuneration Committee duties and responsibilities assigned by the Board:

The tasks of the nomination and remuneration committee are as follows:

- 1- regularly make sure that members are independent;
- 2- prepare policy of reward, benefits, incentives and salaries of the Board members and personnel and thereafter annually review and if necessary revise it;
- 3- to make sure that rewards and benefits granted to the higher corporate executive management are reasonable and in conformity with the performance of the Company;
- 4- To define the corporate needs of efficiencies on the higher executive management level and personnel as well as reasons of selection,
- 5- To prepare policy of human resources and training and monitor its application and review the same annually.
- 6- Regulate and follow up procedures of nomination for the board membership in accordance with the applicable and effective laws and systems.

#### Nomination & Remuneration Committee Formation

Nomination & Remuneration Committee is formed as follows:

Sl.	Name	Capacity
1	Mr. Abdullah Essa Al Zaabi	REMCO Chairman
2	Mr. Abdullah Al Owais	Member
3	Mr. Majed Abdul Karim Julfar	Member

#### Nomination & Remuneration Committee:

Nomination & Remuneration Committee held 1 meeting during 2018 as follows:

<b>REMCO Committee Meetings</b>	Mr. Abdulla Al Zaabi	Mr. Abdulla Al Owais	Mr. Majid Julfar
17 Feb, 2018	✓	✓	✓

Participation Fees paid for Committees				
Name	Committee Name	Fees	No of Meetings	
Mr. Osama Ibrahim Seddiqi	Audit Committee	60,000	3	
Mr. Abdullah Essa Al Zaabi	Audit Committee	47,500	3	
	Remco	7,500	1	
Mr. Majed Abdul Karim	Audit Committee	67,500	4	
Julfar	Remco	7,500	1	
Mr. Abdullah Al Owais	Remco	7,500	1	
TOTAL		197,500		



Follow up and Supervision Committee on the transactions of the authorized persons as per rule imposed by virtue of the decree of the chairman of Securities & Commodities Authority passed under no. &7/R.M/2016): The Follow up and Supervision Committee was formed during 2017. Formation of the committee:

a. Chairman of the committee: Mr. Abdul Munim Qureshi - CFO.

b. Committee member: Mr. Franklin Isacc – Head of Operations & Supply Chain.

c. Committee member: Ms. Fatima Mohammed – HR Executive.

The main function of this committee: Responsible for the management, Follow up, and supervision of insider's trading and their ownerships, maintain the register and submit periodic statements and reports to the market. A meeting was held on 12<sup>th</sup> July 2018 in which all the transactions were reviewed by the committee. One transaction was identified during the review wherein the shares of Mr. Rahma Abdulla Rahma al Owais got transferred to six family members one of whom is the Board of Director; Mr. Abdulla Rahma Abdulla al Owais (342,937 shares transferred to Mr. Abdulla). The nature of transfer of shares is inheritance by law.

#### 7) Internal Control System

- a. The Board acknowledges the role of the internal control management and its responsibility for the implementation and running of the corporate internal control system, its revision and effectiveness thereof.
- b. The key mechanism of the corporate internal control system is to manage the corporate risks, to appropriately apply the governance rules pursuant to the applicable laws and to be in conformity with the Dubai Financial Market and the Securities & Commodities Authority's requirements.
- c. Submit reports to management and Audit Committee;
- d. Prepare reports (as required) to be submitted to SCA;
- e. Notify Company management regarding any violation to business regulations expected to affect Company's positions, or any violation to SCA laws & regulations.
- f. The company appointed Mr. Rahul Sharma with effect from 4<sup>th</sup> April, 2018 in the board meeting held on 10<sup>th</sup> May, 2018 to assume the responsibilities of the internal control management:
- g. <u>Internal Control Department Manager Qualifications</u> Mr. Rahul Sharma, Company Internal Control Department manager, is holding a professional degree in accountancy and wide experience in auditing & accountant fields. He joined the Company on 06<sup>th</sup> June 2015.
- h. Internal Control Department dealing with major issues Company management reviews (Establishment risk management) processes to highlight any potential risks regarding business affairs on internal control or external control views, to highlight actions required to limit risks that may affect work progress. Major Risks Company is exposed to didn't, change from previous year, including credit risks, liquidity risks and market risks.

Mr. Rahul Sharma acts as compliance officer and has been appointed by the Board of directors on 4<sup>th</sup> April, 2018 in the board meeting held on 10<sup>th</sup> May, 2018.



#### 8) Details of Violations committed during Financial Year.

No material violations were committed by Company during 2018. Company honored, followed and implemented all laws, and regulations applicable in the country, and complied with all laws, regulations, and circulars regarding Companies Law and related Ministerial Resolutions, with SCA & DFM regulations & procedures.

## 9) Company contribution to local community development and environment protection during the year 2018

Company is aware of the necessity to contribute to the local community development, safety and environment policy, environmental objectives, including continuous improvements to combat pollution across all areas within the scope of the company's activities. The company participated in various platforms like cultural festivities, labor camps, and National celebrations.

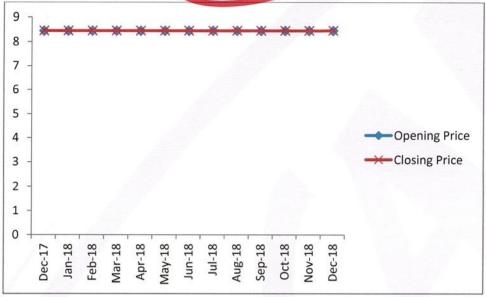
#### 10) General Information

#### A. Statement of Company highest/lowest share price by 2018 end : (AED)

Month	Opening Price	Highest Price	Lowest Price	Closing Price	No of Shares
Dec-17	8.44	No Trade	No Trade	8.44	32,367,500 Shares
Jan-18	8.44	No Trade	No Trade	8.44	32,367,500 Shares
Feb-18	8.44	No Trade	No Trade	8.44	32,367,500 Shares
Mar-18	8.44	No Trade	No Trade	8.44	32,367,500 Shares
Apr-18	8.44	No Trade	No Trade	8.44	32,367,500 Shares
May-18	8.44	No Trade	No Trade	8.44	32,367,500 Shares
Jun-18	8.44	No Trade	No Trade	8.44	32,367,500 Shares
Jul-18	8.44	No Trade	No Trade	8.44	32,367,500 Shares
Aug-18	8.44	No Trade	No Trade	8.44	32,367,500 Shares
Sep-18	8.44	No Trade	No Trade	8.44	32,367,500 Shares
Oct-18	8.44	No Trade	No Trade	8.44	32,367,500 Shares
Nov-18	8.44	No Trade	No Trade	8.44	32,367,500 Shares
Dec-18	8.44	No Trade	No Trade	8.44	32,367,500 Shares

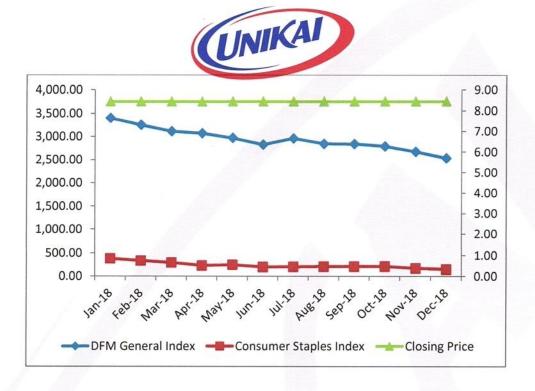
According to the information provided by Dubai Financial Market, there were no transactions during 2018.





Details of Company share performance, compared to Market index and sector index:

Month	DFM General Index	Consumer Staples Index	Closing Price	
Jan-18	3,394.36	372.21	8.44	
Feb-18	3,244.12	324.75	8.44	
Mar-18	3,108.53	283.53	8.44	
Apr-18	3,065.96	219.52	8.44	
May-18	2,964.13	236.57	8.44	
Jun-18	2,821.00	191.1	8.44	
Jul-18	2,955.95	193.68	8.44	
Aug-18	2,840.16	198.85	8.44	
Sep-18	2,834.95	199.37	8.44	
Oct-18	2,784.60	201.43	8.44	
Nov-18	2,668.66	162.16	8.44	
Dec-18	2,529.75	140.46	8.44	



#### Details of shareholding distribution as on 31/12/2018

Owner capacity	Owner nationality	Shareholding
Individuals	Local	50.32
Companies	Local	49.68

#### B. Statement of shareholders holding 5% or more of Company capital:

Mohamed & Obaid Al Mulla LLC	29.06 %
Mohamed Saeed Al Mulla & Sons LLC	11.62 %
Heirs of Mr. Humaid Ali Abdullah Al Owais	8.17 %
Emirates Investment Bank PJSC	8.04 %
Mrs. Moza Suwaidan Saeed Al Ajtabi	5.45 %

## C. Statement of shareholding distribution according to size as on 31/12/2018, as highlighted below:

Sl.	Shares ownership	Shareholders no.	No of shares	Percentage to capital
1.	Less than 50,000	73	911,470	2.82%
2.	50,000 to less than 500,000	24	4,665,049	14.41%
3.	500,000 to less than 5,000,000	9	17,384,932	53.71%
4.	More than 5,000,000	1	9,406,049	29.06%
	TOTAL	107	32,367,500	100.00%



#### D. Investor relations:

a. The company appointed Mr. Abdul Munim to assume the responsibilities of the Investor Relation Manager, who joint the Company on 12<sup>th</sup> October 2017 and is holding a professional degree in accountancy (FCCA UK, FCMA UK, CPA Australia, CGMA USA & CA UAE) and wide experience in auditing & accountant fields, and his contact details as follows:

P.O Box: 6424, Dubai, Tel: +971 4 5076909 Fax: +971 4 5076987 Mob: +971 501891880

E-mail: Abdul.Munim@unikai.com

- b. For investor relations matters please visit us at: <a href="http://www.unikai.com/investor-relations">http://www.unikai.com/investor-relations</a>.
- c. Investor relations controls aim at promoting the implementation of the best practices in investor relations management so that investors can access these companies' material information and statements.
- d. Investor relations controls are intended to upgrade quality and consistency in responding to inquiries from investors and analysts, promote international investment relations, and increase stakeholders' knowledge and understanding of performance statements through using the best means of communication, improving the brief reports submitted, and developing a sophisticated and more efficient structure for the interaction of the senior/executive management with market.
- e. The Following Information's are available at the Company's Website:
- 1. Notifications of Board Members meetings.
- 2. Company's Financial Statements.
- 3. Results of Board meetings.
- 4. Notifications of the AGM Meetings and their special resolutions.
- E. The General Assembly held its meeting for the year 2018 on 22<sup>nd</sup> March, 2018 at the Head office of the company located in al Quoz, Dubai. Below a special resolution was proposed and approved during the general assembly meeting:



Review and approve the initial estimates of the transactions with the related parties for the year 2018:

- United Foods PJSC as one of the company's suppliers with business value of AED 3 Million.
- Abjar Hotels with annual business value of AED 1 Million.
- F. The Board of Directors has also appointed the Board administrator Ms. Samah Za'ab since her appointment in the company on 27<sup>th</sup> February 2016.
- G. As at the end of 2018, the percentage of Emiratization within administrative positions was 0.003%. The company aims to promote the policy of employing the national youth to contribute to the management of the company.
- **H.** List of the projects and innovative initiatives undertaken by the company or under development in 2018:
  - 1 Construction of high-quality warehouses in Ras Al Khaimah free zone at a total cost of AED 5.6 million and is expected to be completed in May 2019.
  - 2 Launch of soft drinks products in March 2018 under the brand name "U" at the highest quality standards in the UAE and Oman markets at competitive prices.
  - 3 Renovation of UNIKAI distribution centers in Muscat, Salalah, Barka, Ibri, Abu Dhabi and Dubai.
  - 4 Launch and develop new products such as Royal Treat, Delite Nuts, Delite Spreadable Cheese, Long life laban, Areej UHT Drink 180 ml and Delite Vegetable Oil.
- I. Statement of major events witnessed by the Company during 2018:
  - The company won the silver award of Sheikh Khalifa Excellence Award SKEA.
  - Won EKFC, Emirates Airlines & Etihad Airlines contract for 1 Liter UHT Juice.



- Successfully completed the construction of Warehouse in Al Quoz.
- Unikai participated in Khareef Festival in Oman sharing the exhibition stall to reconnect with our consumers and customers.
- Unikai participated in Gulfood and Oman Agro Exhibition to reconnect with our consumers and customers.
- Paying dividends Unikai paid dividends of AED 1.457 million to the shareholders for the year 2017.

#### Khalaf Mohammed Saeed Al Mulla

Chairman of the Board of Directors

Chairman of the Board of Directors