

Ayad A. Al Thuwainy



Born: 7th September, 1965

Marital Status: Married to Hanadi Al Rashood; they have 5 children

Education:

1988: BA Management, European University of Switzerland

Spoken Languages: Arabic, English & French as third language

Interests & Hobbies: Boating & Fishing

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My Philosophy for the next generation: The youth have a plethora of opportunities today that the older generation did not have, and must take it upon themselves to make the utmost of these benefits combined with proper education, which would enable them to be prepared for their future.

My Open letter to the world: Kuwait is one of the most democratic countries in the Middle East and is blessed with a sound judicial system that we believe in and are proud of. Our country has enjoyed long-term political stability, and a strong economy and I firmly believe that in the near future it will experience phenomenal growth.



Vice Chairman, Ahmadiyah Contracting & Trading Co.

In 1954 a group of intrepid partners formed what today has become one of Kuwait's oldest family-held contracting company. Abdul Latif Faisal Al Thuwainy and his brothers joined forces with Najib Ibrahim Najjar to form Al Ahmadiyah Contracting and Trading Company in the field of construction business in Kuwait that would utilize the expertise the Najjar family had developed in the Middle East.

The company started working on government projects as Kuwait explored its new oil resources and started investing in infrastructure for its growing population. The contracting field was wide open at the time, and Al Ahmadiyah worked closely with the government agencies on a wide variety of building projects. As the country grew, so did Al Ahmadiyah, and today the company is involved in the building and development of major construction projects for the Kuwaiti government and the private sector. "Al Ahmadiyah started in 1954, which is exactly 55 years ago. This is very old for a Middle Eastern company; it was created at the same time as the Kuwait boom started and has remained privately owned with the same partners since its inception: The Al Thuwainy family and the Najjar."

The partners very quickly realized that, in a business as risky as contracting, conservative decisions and wise policies were a

must to see it through good and bad years to a position of pre-eminence throughout the GCC. Fast forward 35 years. Straight after graduation, Mr. Ayad Al Thuwainy joined the family business, slowly climbed the ranks, and became deeply involved in the company's management. 20 years since, Mr. Al Thuwainy now serves as Vice Chairman of Al Ahmadiyah as well as a board member in several of the companies within the Al Thuwainy group. "We gained a lot of experience while working on numerous government and private sector projects in Kuwait. The decision was then made to concentrate only on large or specialized projects in both sectors."

As the company developed, it soon became apparent that it was no stranger to challenge; a fact that fills Mr. Al Thuwainy with pride. "When it comes to projects, we have a competitive edge because of our size, experience, and know-how."

One of the remarkable things about Al Ahmadiyah is that it has remained largely in Kuwait. "Our goal is to sustain our market and position in it, then to expand in the region. We started expanding into the oil & gas sector in Kuwait, and want to continue to grow in this field."

Mr. Al Thuwainy's sense of pride as he speaks about Al Ahmadiyah's achievements is evident in the way he speaks fondly of past and continuing projects. The Amiri terminal building, which is a work-in-progress, promises to be a landmark and the most unique of its kind in the world. The venture into oil and gas comes in the form of an EPC (engineer, procure, construct), the largest EPC contract that has been awarded to a local contractor. "We are very proud about our past projects but our most

recent projects are our latest milestones. Ahmadiyah has always been first to build the highest sky-scrapers in Kuwait. That, in and of itself, is a milestone."

In what is their most ambitious project to date, Al Ahmadiyah is building a 100-storey supertall tower—the Al Hamra Tower—in downtown Kuwait City. This immense structure will rise over 1350 feet (412 meters) and contain over 77 floors of office space, a cinema center (in homage to the old Al Hamra cinema), a 5 story shopping mall and an 11 storey car park. When finished, the tower will be the highest sculptured tower in the world. "We have come to dominate the private sector because of customer trust—we work with the largest development companies such as United Real Estate, Tamdeen Real Estate, and Salhiya Real Estate—among others. Our company's growth is related to the growth and expansion of our clients' projects"

The contracting sector is viewed as one of the key sectors in any country's economy. Every new major or minor move Al Ahmadiyah takes is based on learning from past projects with a sense of the responsibility with regards to the company's contribution to Kuwait as a country. "Our relationship with Kuwait is symbiotic in the sense that we contribute to its growth as much as it contributes to ours. Therefore our sense of pride in our country's development is strong. We need to recapture that energy; I do not see why Kuwait can't return to its former glory, reminiscent of a time when everyone worked for the greater good. I believe everyone should contribute—only then will Kuwait's future be as bright as I believe it should be. We have a bright future ahead of us as a country but we all must do our part."

The notion of an enlarged family is reflected in every aspect of Al Ahmadiyah's corporate culture. Mr. Al Thuwainy believes that Al Ahmadiyah's most important resource is its workforce and many employees have been with the company from the very beginning. Besides having the competitive advantage of serving the niche market of challenging contracting jobs, Ahmadiyah's other main competitive advantage lies in its team. By working with the same people on project after project, Al Ahmadiyah has been able to build a record of customer satisfaction second to none, which has enabled the company to maintain its position in a fiercely competitive environment.

"Attaining a position is hard, but maintaining it is even harder. We do make use of experience and history, but our main strength is our people. I am proud that most of our employees have been with us for over 25 years. We have excellent relationships. 2009 will mark my 20th year since joining and in that time, Al Ahmadiyah has become my second family to me." In 1954 the two founders of Al Ahmadiyah were brought together by their strong belief that building projects start with building relationships and since then the Ahmadiyah Group has never ceased to grow, becoming Kuwait's leading name in the civil engineering and building construction industry. "My father, uncles, partners and colleagues have taught and instilled in me their ethics, perseverance and value of hard work. Working with them for two decades has inspired me in ways that no other experience could give me. Work never stops and the continuous evolution of the advancement of any company is crucial to its continued success."