

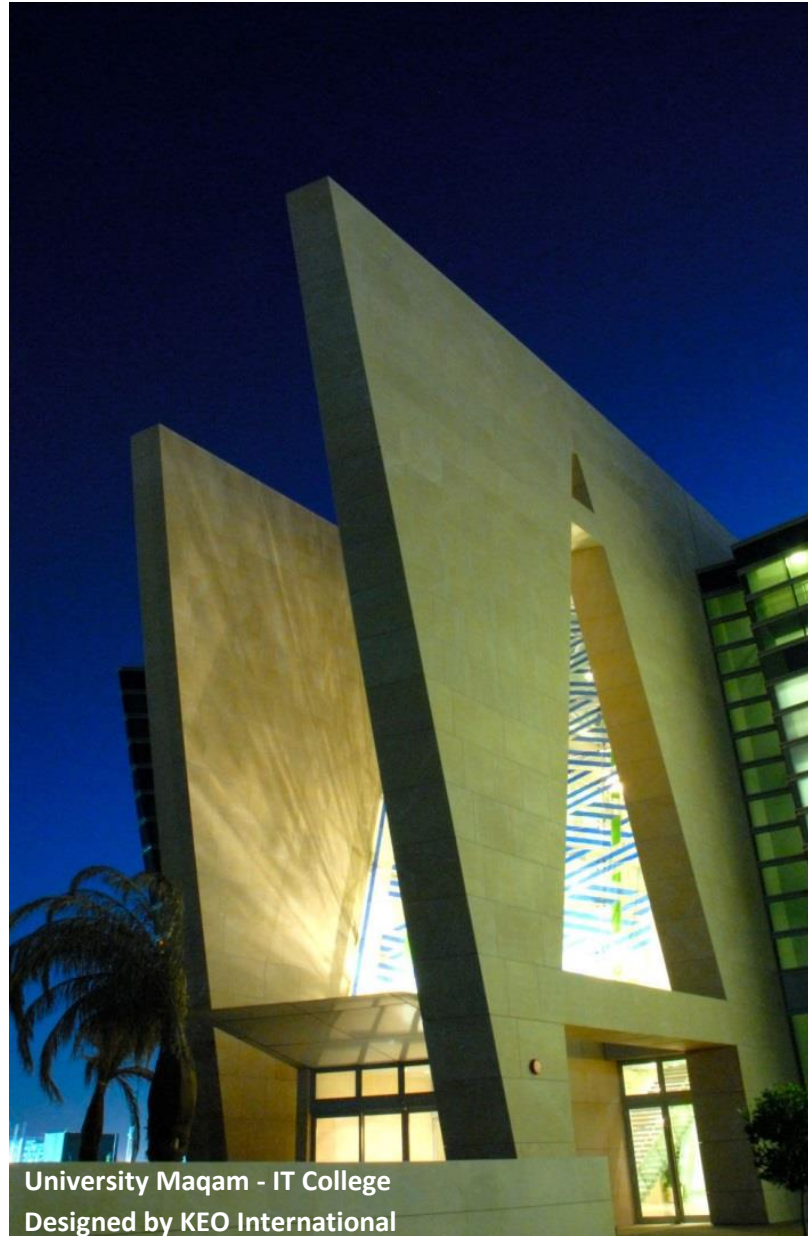
# Company Intelligence Report

*KEO International Consultants*

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## Contents

Company Facts.....	2
Summary.....	2
Offices.....	2
Rankings.....	2
Design Services.....	2
Income.....	2
Staff.....	3
Services.....	3
KEO PLAD.....	3
KEO Design.....	3
KEO PM-CM.....	3
KEO infrastructure.....	3
KEO CQS.....	3
Sample Projects.....	4
Disclaimer.....	4



## Company Facts



<b>Official Name</b>	KEO International Consultants WLL
<b>Previously known as</b>	Kuwait Engineering Office (KEO)
<b>Home base</b>	Kuwait
<b>Company Type</b>	Privately Owned
<b>Establishment</b>	1964
<b>Registered Capital</b>	KWD 100,000 <sup>1</sup>
<b>Website</b>	<a href="http://keoic.com">http://keoic.com</a>

## Summary

KEO International Consultants, also known as Kuwait Engineering Office was established in Kuwait in 1964. KEO is a limited liability company owned mainly by Al Sultan family. The company is highly respected in different design and management practices worldwide while taking advance ranking on annual bases by respected specialty publications.

The company operates five different operations based on function:

- KEO Strategy, Planning and Urban Development
- KEO Design
- KEO Infrastructure
- KEO Project & Construction Management
- KEO Contract and Quantity Surveying

The company also operates a total of 14 offices across Middle East while concentrating its focus on the United Arab Emirates with 4 offices compared to an average of one office in other countries.

<sup>1</sup> Kuwait Chamber of Commerce – 18.1.2013

## Offices

Country	Cities
Kuwait	Kuwait City
UAE	Dubai, Abu Dhabi, Ajman
Jordan	Amman
Bahrain	Manama
Qatar	Doha
Malaysia	Kuala Lumpur
Libya	Tripoli
Oman	Muscat
Saudi Arabia	Riyadh

## Rankings

### Design Services

BD World Architecture 100 is an annual evaluation of the largest design and architectural firms in the total value of their income generated throughout the year. KEO International was at its prime when it was ranked 33<sup>rd</sup> worldwide but it slowly lost the position and was downgraded to the 40<sup>th</sup> position in 2012. Engineering News-Record (ENR) however ranked KEO in the 86<sup>th</sup> slot due to different income fee evaluation from BD World.

Year	BD Rank	ENR Rank
2012	NA	86
2011	38	90
2010	33	87
2009	35	73

## Income

According to BD World Architecture, KEO International generated total fee income of USD 100 to 109 million in 2012 compared to USD 100.4 in 2011. On the other hand, Engineering News-Record (ENR) estimated KEO's fee income at USD 103.8 million in 2012 compared to USD 91 million in 2011 which made it the highest firm in the fee income in the Middle East. In 2012, according to BD World Architecture the

firm generated a total fee income in the following sectors:

Sector	Fee Income (USD million)	Rank
Infrastructure	10.6	2
Master planning	32.3	3
Residential	21.5	8
Construction Management	96.7	1
Urban Design	8	6
Planning	32.3	4
Project Management	32	3

## Staff

According to Middle East Architect, KEO managed 2,190 staff and 240 architects in the GCC only in 2011. BD World estimate the total number of KEO architect staff to be 264 in 2012 compared to 288 in 2011.

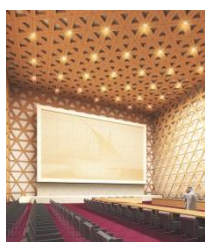
Year	Architect Staff
2012	264
2011	288
2010	252

## Services

Each subdivision of KEO operates as an independent entity specializing in different services.

### KEO Planning and Landscape Architecture Division (PLAD)

- Master and Urban Planning
- Design Guidelines
- Development Management
- Feasibility Studies
- Landscape Architecture



### KEO Design

- Architectural Design
- Structural Engineering Design
- Building Services Design (MEP)
- Interior Design

### KEO PM-CM

- Program Management
- Pre-Construction Services
- Project Management
- Construction Management
- Construction Supervision
- Contracts and Claims Services
- Commissioning Services

### KEO infrastructure

- Water & Environment
- Transportation
- Power and Communications
- Special Projects

### KEO CQS

- Contracts Services
- Quantity Surveying Services



## Sample Projects

Project	Location	Scope
Al Othman Complex	Kuwait	<ul style="list-style-type: none"> <li>Design Consultant</li> <li>Design Supervision</li> <li>Project Management</li> </ul>
United Towers	Kuwait	<ul style="list-style-type: none"> <li>Construction Management</li> </ul>
Coral Beach Resort	UAE	<ul style="list-style-type: none"> <li>Design Consultant</li> <li>Interior Design</li> </ul>
Nation Tower	UAE	<ul style="list-style-type: none"> <li>Design Consultant</li> <li>Interior Design</li> </ul>
Emerald Gateway	UAE	<ul style="list-style-type: none"> <li>Master Planning</li> <li>Landscape Design</li> <li>Infrastructure Engineering</li> <li>Transportation Engineering</li> <li>Traffic Studies</li> <li>Design Consultant</li> <li>Program Management</li> </ul>
PAAET Special Training Center	Kuwait	<ul style="list-style-type: none"> <li>Infrastructure Design</li> <li>Design Consultant</li> <li>Interior Design</li> <li>Landscape Design</li> <li>Structural Engineering Design</li> <li>MEP Design</li> <li>Signage &amp; Graphic Design</li> </ul>
Kuala Lumpur International Financial District (KLIFD)	Malaysia	<ul style="list-style-type: none"> <li>Program Management</li> </ul>
Radisson Blue Hotel Apartments	UAE	<ul style="list-style-type: none"> <li>Design Consultant</li> <li>Project Management</li> </ul>
Injazzat Tower	Kuwait	<ul style="list-style-type: none"> <li>Design Consultant</li> </ul>



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