





KHC was founded in 1962 as part of the Government of Kuwait's investment strategy. In its initial years, KHC successfully owned and operated Hotels across Europe, North Africa and the Middle East. In 2003, KHC and its subsidiaries were privatized and evolved into a holding company with subsidiaries specializing in hotels and hospitality management, catering and ancillary services, and has built its credibility as a recognized member of the Shuwaikh Gate Holdings group.

Safir Hotels & Resorts was established in 1993 as one of the pioneer hospitality & hotel management companies in Kuwait and the MENA region. As a subsidiary of the Kuwait Hotels Company (KHC), its primary initiative was to manage hotel properties previously managed directly by KHC, and ever since has enjoyed a strong unique presence across the same region.

With such historic and renowned roots and affiliations, Safir mirrors KHC's commitment to excellence - evident in their collective compliance to global best practices and high-quality standards in hotel and hospitality management, while continuing a deeply grounded commitment to delivering genuinely authentic, traditional hospitality that is so much the defining element of our culture and that of our forefathers before us.



## PHILOSOPHY

To us success is not only viewed in terms of financial growth but also in terms of the extent to which we share with and promote our cherished traditional values and principles to our guests, within our culture as well as to the wider community, driven by the belief that genuine hospitality cannot be faked and must be embodied from within.

As a result, our business philosophy will permanently encompass the interests of all our stakeholders (guests, employees and business partners) as well as our commitment to Corporate Social Responsibility.





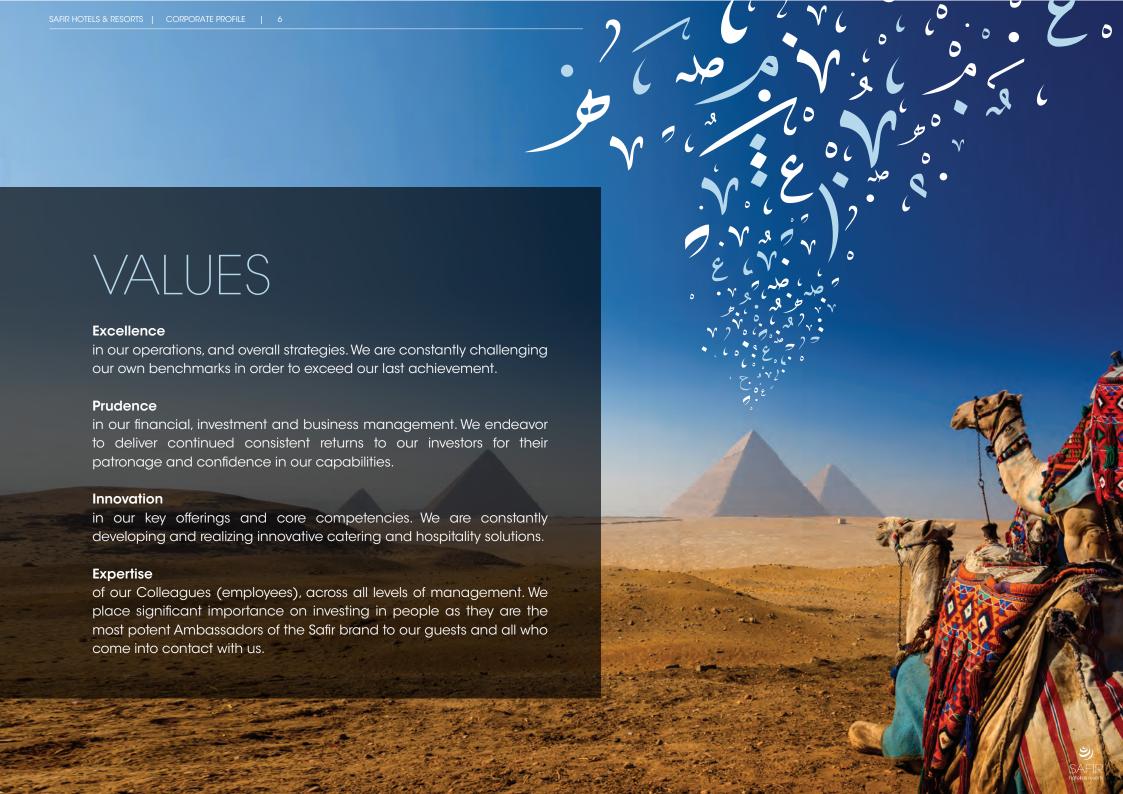
### PURPOSE

We enthusiastically carry the responsibility and relay the heritage of generations who committed to delivering genuine traditional hospitality. In the process, we consistently aspire to yield the most sustainable environmental, social and economic outcomes along with substantial returns on investment for our stakeholders through operational excellence, high standards of customer service and advanced hospitality management, while preserving and celebrating the refined contextual, culinary, architectural, artistic, musical and mainly definitive elements of our heritage.

### PROMISE

We continually strive to differentiate ourselves, and our offering, from our industry partners by unconditionally committing to our philosophy and purpose.

With every interaction, at every level and touch point with our stakeholders, we make every effort to assure that it is distinctive and personalized.





### STAKEHOLDERS

#### Colleagues

We are determined to create an environment, which is conducive to the care and personal development of our colleagues.

#### **Partners**

We aim to deliver sustainable and healthy returns on investment to partners, investors and shareholders who mutually share our image and responsibilities.

#### Guests

We work to deliver total guest satisfaction, by offering traditional heritage-based hospitality using technologies of the day in the most constructive, professional and creative way.

#### Industry

We are committed to advancing the industry as a whole through mutual respect, active and influential participation in industry events as well as the diligent attempt to improve industry-wide benchmark standards and global best practices.

#### **Environment**

We endeavor to do everything possible to protect the environment and surroundings in which we function, whether physically, socially or economically, through efficiency, sustainability and a resolute belief in conscientious professional interactions.





SAFIR HOTELS & RESORTS | CORPORATE PROFILE | 8



### STRATEGY

#### "Deep-rooted Heritage"

By conveying a unique service stemming from traditional service

#### "Glo-cal Architecture"

By leveraging local heritage while championing global brand consistency & reassurance

#### "Proud Representation"

By recruiting, training and developing diligent generations of Safir Ambassadors

#### "Wholehearted Application"

All brand touch points reflect our purpose, promise and principles







### COMPETITIVE ADVANTAGE

### Knowledge

Being from the region gives us a detailed and more intimate understanding of the region's cultural and guest expectations, which has helped to characterize the experiences we provide to guests and stakeholders

#### **Attitude**

We offer people interactions of a distinctive type, distinguished by modesty, respect and simple positive relations, and achieved by selectively appointing team members and building a work culture on the binding principles of heritage and tradition

#### Conviction

Through a shared passion for hospitality service and a practiced sincerity in delivering that service, we honor the heritage of generations who committed to delivering genuine traditional hospitality







### VISION

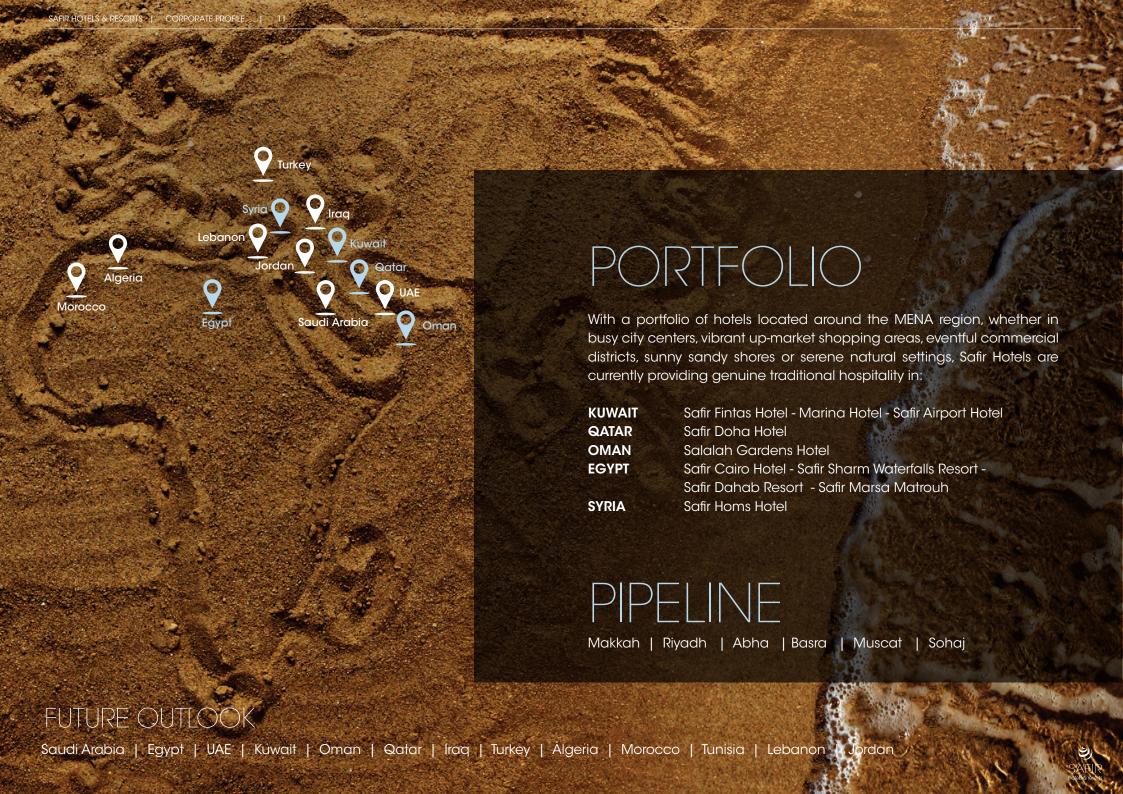
"We view hospitality at its core as a practice that never changes at the heart but can be modified and reinterpreted to fit all eras and every locale"

An acute awareness of the ever-changing demands and needs of the hospitality and tourism market across the MENA region enables Safir to offer stakeholders a strong and dependable partnership together with sustainable returns through strategic future expansion strategies and educated regional outlooks and forecasts.

By tactically introducing the brand to different new markets, Safir plants the seeds, and aims to target a new brand of traveler, and a diverse new hospitality market which is expanded through by technology, multimedia, social networking and creative efficient ways of providing lodging services to more sensible and knowledgeable world travelers.

As a result, Safir aims to devote considerable amounts of its resources to tailor its hospitality offering to the 21st Century Business Traveler, where connectivity and the need to reduce the stress and loneliness of being away are essential, along with a new Leisure Traveler, comprised mainly of the Millennial Generation, who are self-assured, optimistic, globally connected and curious.







Established in 1993



10 properties



Located in 6 countries



One of the first

hotel management companies in the Middle East, part of KHC Est 1961



**Projects** 

Under Development Safir Basra Safir Sohaj



1,800+ keys



950 colleagues

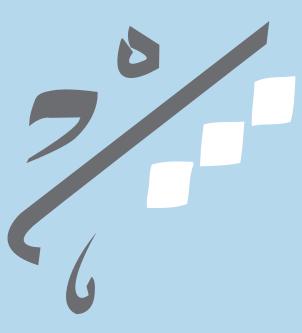


New Brands



Our average score

Booking.com = 8.4/10 Expedia = 4.4/5 TripAdvisor = 4.5/5











# HOME IS WHERE YOU PITCH YOUR TENT



Safir Camp, beyond a mere camping ground, it's a space for community bonding and family enjoyment. Our thoughtfully designed desert retreat offers a harmonious blend of comfort, grace, and the enduring beauty of the desert.

WINTER IS MORE FUN IN THE DESERT AT SAFIR CAMP



Bait Al-Sha'er (10-20 guests) Pyramid Tents (6-9 guests)



Community
Spaces with
Bonfire Seating



Fun-filled Activities for Families & Friends



Mezmorizing Glamping-centric Landscaping



Authentic Arabian 0Experiences





Marina Hotel (Kuwait)

Tel: (965) 2 223 0030

**Safir Fintas Hotel** (Kuwait)

Tel: (965) 2 545 5555

Safir Airport Hotel (Kuwait)

Tel: (965) 2 227 1000

Safir Doha Hotel (Qatar)

Tel: (974) 4 445 5333

Salalah Gardens Hotel (Oman)

Tel: (968) 2 338 1000

Safir Cairo Hotel (Egypt)

Tel: (20) 2 374 82424

**Safir Sharm Waterfalls** (Egypt)

Tel: (20) 6 9366 3232

Safir Dahab Resort (Egypt)

Tel: (20) 6 9364 0310

Safir Marsa Matrouh Resort (Egypt)

Tel: (20) 127 240 9648

**Safir Homs Hotel** (Syria)

Tel: (963) 31 211 2400

safirhotels.com