Middle East Presence

We are here for you, our network of offices and warehouses will ensure that we will meet your demand whenever and wherever you need them.
Farah Trading & Contracting Company

Founded in 1962 by the Farraj Family, the company is headquartered in Amman Jordan. It remains today a family owned and operated business. In its early years the Farah Trading and Contracting Company developed into one of Jordan’s largest contracting companies, responsible for the construction of many large buildings in and around Amman.

Building on the business and management expertise gained in the original contracting business a decision was taken to redirect the company’s resources and energies toward the manufacture and sale of circuit protection devices and electrical distribution technology.

The developing electrical distribution systems throughout the Middle East provided a need for sophisticated products that would meet both local and international standards.

For 35 years, the Farah Trading & Contracting Company was the exclusive licensee of Westinghouse Electric and its successor company Cutler/Hammer (Eaton) for electrical distribution products in the Middle East, continually adding to their warehousing, manufacturing, modification and test facilities.

In 2009, the license agreements with Eaton were terminated to allow Farah Trading to manufacture and market a proprietary brand of Circuit Protection Devices.

In February 2010, Farah Trading and Contracting Company reached an agreement to distribute GE General Electric (Electrical Distribution Products) in the UAE, Kuwait, Qatar, Oman and Jordan; to complement their own brand of Circuit Protection Devices.

On October 2010 Qatar’s first electrical equipment manufacturing facility was formally inaugurated in Doha by the Minister of State for Energy and Industry Affairs. It will manufacture and assemble General Electric’s low voltage switchgear.
Principals

Sami Farraj  Chairman for FTC Group
Mahmoud Farraj  Managing director for Gulf region
Maher Farraj  General manager for Network exchange technology (NEXT)
Sabri S Farraj  General Manager for Farraj Trading and Manufacturing Company (FTMC)

The gradual expansion of Farah Trading and Contracting has resulted in a trained and flexible management team. This team has experience in introducing new technology and has developed a network for importing materials needed for the various businesses and exporting finished products.

In addition FTC has a fully integrated computer management system, including a number of advanced (self developed) software programs.
A proven record of bringing new products and technology to the Middle East:

1974 - Westinghouse Electric
1994 - Cutler-Hammer
2004 - Eaton
2005 - Microsoft Authorized Distributor
2007 - Began a project to design and manufacture a line of Circuit Protection Devices that meet all the needs of the Middle East market.
2009 - Terminated the partnership with Cutler-Hammer and Eaton and launched the Farraj Trading and Manufacturing Company brand of Circuit Protection Devices.
2010 - Agreed to distribute General Electric (Electrical Distribution Products) in the UAE, Kuwait, Qatar, Oman, and Jordan
2010 - Opened Qatar’s first electrical equipment manufacturing facility in Doha, to manufacture and assemble General Electric low voltage switchgear.
Over 50 Years of Combined Electric Industry Expertise

- FTC signs agreement with General Electric 1972
- FTC Signed Agreement with Westinghouse 1976
- Established Middle East Circuit Breakers Company with Saudi Partners, 1983
- Become Part Of Eaton Cutler-Hammer 1994
- Become Part Of Eaton Cutler-Hammer 1994
- Established Farraj Trading & Manufacturing Co. (Jebel Ali) FTMC, 1999
- Established the switchgear factory in Abu Dhabi 2011
- Established the switchgear factory in Jeddah & showroom Riyadh 2012
- Partner ship with Sahara Factory Kuwait 2011
- FTC signs agreement with General Electric 2010
- Established the First Switchgear Factory in Qatar 2010
- Established the Doha Showroom (Qatar) 2002
- Over 50 Years of Combined Electric Industry Expertise
Our Vision & Mission

The commitment of the Electrical Component’s Supplier is to provide information, products and services of outstanding value to our customer.

We will create and maintain an environment that allows each to set, implement and measure individual standards that assure that we make and meet meaningful commitments in everything we do.
Development of Farah Trading and Contracting

1962 - Farah Trading & Contracting Company Begins Operations
1962 - 1972 FTC Operations in Lebanon
1972 - Signs Agreement With General Electric
1975 - Establishes Warehouse In Aqaba Free Zone
1975 - Establishes United Plastic Company, Providing Conduit: To local markets in Saudi Arabia
1978 - 1979 Begins Negotiations With Westinghouse
1980 - Signs Agreement With Westinghouse
1981 - Establishes Warehouse in Zarqa Free Zone
1983 - Obtains License From Saudi Audi Ministry Of Industry to produce circuit breakers in Saudi Arabia
1983 - 1984 Establishes Middle East Circuit Breakers Company with Saudi Partners
Development of Farah Trading and Contracting


1986 – Egyptian Arabian Breakers Manufacturing Company Formed

1987 - EABCO Commences Operation Producing QUICKLAG Breakers

1987 - Middle East Circuit Breaker Company inaugurates molded case breakers manufacturing line up to 400 Ampere.

1987 - Showroom and warehouse established in Tabuk, Saudi Arabia

1988 - The first extension to Zarqa free zone

1988 - EABCO started manufacturing molded case up to 630 Amp

1989 - MECBCO started production of molded case breakers up to 4000 Amp

1989 – SADDS training facility for IMPACC System products to Amman Office.

1990 - Signs Agreement with Westinghouse for load center licenses.
Development of Farah Trading and Contracting

1993 - The second extension to ZARQA free zone
1993 - Establishes quality control laboratory for the breakers at FTC - Amman
1993 - Signs Agreement with Westinghouse for wiring devices.
1993 - Establishes Egyptian Jordanian Switch Manufacturing Company
1994 - Began planning for a new Headquarters Building in Amman
1995 - Moved management operations to new building “Farraj Commercial Center” – Sahab Street, Amman
1998 - Constructed warehouse in Sahab free zone
1999 - Established sales office, warehouse and modification.
2000 - Center in Jabal Ali Free Zone - Dubai
2000 – Planning for ISP company
Development of Farah Trading and Contracting

2001 - Start up of “Network Exchange Technology” (NEXT)
2002 - Expansion of NEXT
2003 - Construction begun on a new factory in Dubai
2004 - Opened Dubai Factory at Jabal Omar
2005 - Signs agreement and begins distribution of Microsoft Products
2005 - Begin working with Eaton UK to assemble Din-Rall breaker in Jabal Ali
2006 - Begin Design Project for an IEC Plug-In MCB
2006 - Start project with Eaton to self manufacture the base and cover for the G frame
2007 - Start manufacturing the G Base and Cover
2008 - Received ASTA Certification for the FTC IEC Plug-In MCB
2009 - Launched a proprietary brand of Circuit protection devices
Development of Farah Trading and Contracting

2010 - February Agreement with GE General Electric to distribution Circuit protection devices in the UAE, Kuwait, Qatar, Oman and Jordan.

2010 - October Opened a Facility in Doha, Qatar to manufacture and assemble electrical distribution equipment with GE Electrical components.

2011 – Become A partner with Sahara Factory in Kuwait

2012 – Established the switchgear and control gear system in Jeddah, KSA for manufacturing all type of distribution boards and main panels with the latest high technology machines

2014 – FTC Group headquarters was moved to a new and Expanded Office Complex at Al- Sakhra Al-Mosharafa street, Amman, Jordan

The record of Farah Trading and Contracting is one of growth and introduction the latest hardware and software technology pertaining to electrical distribution in the Middle East market.

Fatah Trading and Manufacturing Company is dedicated to provide a complete line of certified Circuit Protection devices with the highest standard of service and support. As market conditions change it’s FTC policy to react quickly and do what it takes to have a product offering that will maintain or increase market share.
Middle East Presence . .
Our Divisions and Locations

Farah Trading and Contracting Company, Amman, Jordan

Farraj Trading and Manufacturing Company, Dubai, UAE

Al Farraj Trading & Manufacturing Company, Doha, Qatar
Middle East Presence . . Our Divisions and Locations

- Saudi Panels & breakers manufacturing Company, Riyadh & Jeddah K.S.A
- Sahara Combined General Trading & contracting Company, Hawalli, Kuwait
- Abu Dhabi Switchgear Factory L.L.C, Abu Dhabi, United Arab Emiratis
Middle East Presence . .
Our Divisions and Locations

Networks Exchange Technology Company (NEXT), Amman, Jordan

The Modern Jordanian Factory for Manufacturing Fire Fight Equipment and Alarm systems (Rogeena), Amman, Jordan
Farah Trading & Contracting Company

Farah Trading and contracting company founded in 1962 by the Farraj Family as FTC Group headquarters and located in Amman. On January, 2014 FTC Group headquarters was moved to a new and Expanded Office Complex at Al- Sakhra Al-Mosharafa street, Amman, Jordan.

The new complex will house the following facilities:
- IT Academy
- Meeting rooms
- Theater
- Gym
- Restaurant

Farah trading and contracting company is an Authorized Distributor for Microsoft products in Jordan and Iraq, it also reached an agreement to distribute GE General Electric (Electrical Distribution Products) in the UAE, Kuwait, Qatar, Oman and Jordan to complement their own brand of Circuit Protection Devices.
Farah Trading & Contracting Company

Farah Trading and contracting company has a specialized IT Academy to provide our clients and our Neighboring areas with the future ready technology skills they need, NEXT will expand its expertise and associate Microsoft IT Academy to provide its’ clients with:

a) Professional trainings for IT pros, Developers, Business Decision Makers (BDM) and Information Workers (IW) based on their needs.

b) Help clients in activating their SA benefits such as training vouchers, planning services so the end customers can see some of the benefits they got from their agreements.
**Farraj Trading and Manufacturing Company (FTMC) - Dubai**

**Farraj Trading and Manufacturing Company** was established in 1999 in UAE as a branch of Farah Trading Company, to import Eaton – Cutler Hammer branded Circuit Breakers, and sell them in local and neighboring markets.

To meet the market’s requirements, Farraj Trading Company decided to manufacture circuit breakers by following the Eaton – Cutler Hammer U.S.A. Circuit Breakers manufacturing technology, production techniques and quality control procedures: with the objective to produce high quality Electric Circuit Breakers identical to the Eaton – Cutler Hammer (U.S.A) breakers and become one of the major plants in this field and one of the most important suppliers of Circuit Breakers in UAE, the gulf region and the Middle East.

To better serve the customer base, Farraj Trading and Manufacturing Company, and their parent company Farah Trading and Contracting Company, terminated the license agreements with Eaton and launched their own brand of certified Circuit Protection Devices.

The new brand contains various types of breakers designed to meet customer requirements. FTMC maintains the highest quality standards in state of the art manufacturing facilities, earning type test certificates to become one of the major manufacturers in this product field. FTMC has become one of the most important suppliers of circuit breakers in the UAE, the Gulf Region and the entire Middle East and to complement the new brand FTMC will offer products manufactured by General Electric.
Farraj Trading and Manufacturing Company (FTMC)
Our Factory - Jabal Ali, Dubai
DOHA QATAR'S first electrical equipment manufacturing facility was formally inaugurated by the Minister of State for Energy and Industry Affairs HE Mohammed bin Saleh al Sada in the Industrial Area on Sunday 31-10-2010. The QR 100-million facility is a joint venture between Al Farraj Trading & Manufacturing Company (FTMC) and Al Jaber Group. It will manufacture and assemble General Electric's (GE) low-voltage switchgear.

FTMC is a licensed GE electrical distribution panel builder. The new facility is expected to create up to 150 new jobs in the country and serve the growing electricity needs of the commercial as well as residential sectors in Qatar as well as the region.

Al Farraj Trading & Manufacturing Company (FTMC) had recently signed an agreement with GE to assemble and supply GE electrical equipment to five Middle Eastern countries—Qatar, the United Arab Emirates (UAE), Kuwait, Oman and Jordan. The new GE facility in Doha is a part of the agreement. The 7,000 square meter FTMC plant will manufacture electrical equipment, including electrical distribution boards and sub main distribution panels equipped with GE electrical components, used in the protection and distribution of electricity in residential, commercial and industrial applications.
Al Farraj Trading & Manufacturing Company, Doha, Qatar
Qatar’s first electrical equipment manufacturing unit opened

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Qatar’s first electrical equipment manufacturing unit opened

Speaking at the function, Chairman and Managing Director of Farraj Trading & Contracting Group, Mohammad Mahmoud Farraj said, “This new facility represents a major investment by FTMC and Al-Jaber Group to meet the needs of customers in Qatar as well as the region. Our relationship with GE would serve customers’ electrical distribution needs throughout the Middle East.”

President of GE Energy, Middle East, Joseph J Anis said, “The new agreement is an extension of our relationship with FTMC. Our collective strength would explore solutions that address not only Qatar’s growing need for electricity but the region’s as well.

This new facility demonstrates GE’s long-term strategy to support the Middle East’s economic and infrastructure development with a platform for future growth and reflects our commitment to localization and knowledge sharing by keeping closer to our customers.” He said GE is further localizing its electrical distribution technologies by establishing local warehouse, execution and assembly capabilities. Through the increased working relationship with FTMC, GE is further expanding its knowledge sharing initiative by increasing local access to its latest designs for low-voltage switchgear and other distribution equipment.
Our Switchgear Factory - Qatar

CNC MACHINE

CNC BENDING MACHINE

POURING MACHINE

SHEARING MACHINE

SPOT WELDING MACHINE

CNC MACHINE
Our Switchgear Factory - Qatar

TIN PLATING MACHINE

AUTOMATION MACHINE

COOPER FABRCATION

Powder Coating Oven
SAHARA is engaged in the Designing, Manufacturing and Supplying of Low Voltage Switchgear panel as well as Cable Trays, Lighting poles in Kuwait. SAHARA founded in the year 2003 and revolution in Kuwait. SAHARA is established and managed by a group of successful and experienced engineers; the factory is equipped with computerized is already actively participating in the industry machines to ensure best quality of products.

As a Local manufacturer, SAHARA takes into consideration of any special requirements by our customers, SAHARA always consider Kuwait ministry of Energy specifications and other related local and international standards.

SAHARA’S policy is to perform commitments and obligations to insure customer’s satisfaction and hence, SAHARA is a well-known in the local market for its uncompromising focus on Quality, Service and Technical Excellence. Our customers are partners of the success of our business.

SAHARA’S continuous Development program has developed a complete range of Fully Tested Switchgear products to cover a wide range of Low Voltage applications.

The products have been rigorously tested by ASTA, an Independent Testing Agency to ensure total compliance to International Standard IEC60439-1 and also to meet local regulations and stringent weather conditions prevailing in Kuwait. SAHARA is ISO 9001: 2000 Certified Company.
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Sahara Combined General Trading & contracting Company, Hawalli, Kuwait
Abu Dhabi Switchgear Factory L.L.C, Abu Dhabi, United Arab Emiratis

F.T.M.C provides an extensive low voltage electrical equipment package to cover most applications. Due to the adaptability of F. T. M C is modular systems, many of the equipment or systems can easily be supplied and integrated into the same enclosure.

F.T.M.C offers the complete range from packaged sub-stations main boards with nominal ratings from 800A to 6400A. Incoming feeder sections and bus-coupler arrangements are available for rated current up to 6400A.

Full flexibility of choice is offered in the selection of electrical equipment with regard to brand, make and type of breakers for fixed, withdrawal applications. F.T.M.C System has thoroughly type-tested its system according to specifications and requirements in IEC 61439-1 & 2 for Type Tested Switchgear Assemblies (TTA), it conforms to major markets in the world.
ROGEENA is a manufacturing company for Fire Fighting and Fire Alarm system that is specialized in design, production and sales of fire control products. Operations in our TUV certificate high quality we have a qualified testing division which is fully equipped and staffed with the best engineers and experts. We currently offer many flexible designs for fire extinguishers, water sprinkler systems (wet valve, deluge valve, temperature intensive valve, butterfly signal valve, gate valve, glass bulb sprinklers, and concealed glass bulb sprinklers), fire-resistant doors, fire-resistant roll curtains, fire-resistant paint, emergency lights and exit lights, safety signs, and life-saving devices.

Our products passed strict inspections by the National Fire-Fighting Testing Center, and are selling well in Africa, Southeast Asia, and the Middle East. ROGEENA COMPANY was established for manufacturing firefighting system and supply fire alarm systems. ROGEENA is the head office which is located in the Kingdom of Jordan and its job is to export, import and assemble firefighting system and supply fire alarm systems inside and outside the Kingdom of Jordan.

ROGEENA is the only and the exclusive licensee for ROGEENA’s trade mark and its production obtain the German TUV certificate, and from this company the beginning of expansion get started to build and establish a factory in the Kingdom of Jordan on the 17th of July 2005 for assembling and filling the firefighting systems with a high technology production techniques and international quality control procedures all under direct supervision of the mother company.
The Modern Jordanian Factory for Manufacturing Fire Fight Equipment and Alarm systems (Rogeena)

All through of this time, our policy have been to provide the latest safety and security system to the Jordanian market alongside with professional experience delivered by a highly qualified team to supply, install and maintain these system. Today Jordanian factory for the manufacture of modern firefighting equipment and alarms is witnessing an outstanding growth on both managerial and technical levels so it can adhere to the economic development of the kingdom. Finally, we aspire to always being the pioneers in this field and to meet all market requirements.

Jordanian factory for the manufacture of modern firefighting equipment and alarms works in the following fields:-

1- Fire alarm systems including the latest analogue addresses able & conventional fire alarm systems.
2- Firefighting systems including sprinkler system hydrants, landing valves, fire hose reels and extinguisher.
3- Fire suppressions including M200 system, CO2, Integrin, novel & kitchen hood wet chemical system.
4- Security system: including a wide range of products such as intrusion system, bullet proof doors and other special purpose security products.
5- CCTV & access control including analogue and IP solution with integrated access control system and platforms
6- Public address: including full capability to meet demand through speakers, line array speakers, mixers & amplifiers with the latest technology and the ability to be connected over networks.
7- Lighting & surge protection.
8- Time & attendance system:-including reliable system that work either on badge or fingerprint system, with many additional options such as connectivity and high storage features
9- Including different solutions from tower building to villas and small apartment.
10- Nurse call system.
11- automatic gate system.
12- fire extinguishers: including all type of fire extinguishers & Fire fighting vehicles & rescue equipment.
The Modern Jordanian Factory for Manufacturing Fire Fight Equipment and Alarm systems (Rogeena)
In 2006, FTMC initiated a project to design, tool and manufacture a line of circuit breakers, that meet the general and specific requirements of the Middle East market. Now produced in our Jebel-Ali factory, the result is a complete line of breakers that are certified by ASTA.

FTMC maintains a high quality standards in state of the art manufacturing facilities as recognized by ISO certification. FTMC is one of the most important suppliers of Circuit Breakers in the entire Middle East.
FTMC range of Products

MCB’s, RCCB’s, Isolator and more other Din-Rill AND Plug-in & Bolt on- Bolt out devices with different ampere ratings
FTMC Molded Case

Different frames with different Ampere rating and breaking capacity Starting from 16A to 800A (25, 50, 65, 85kA)
FTMC Air Circuit Breakers

FTMC Power-Wave-Frame rated from 400 to 6300A, the Power – Wave Circuit Breaker has been designed to meet the most stringent demands in fault detection and safe interruption therefor. These breakers are Available in 2 frame sizes:

- Frame size 1 ranging from 400A to 2500A
- Frame size 2 ranging from 800A to 4000A
Our F.T.M.C assembled panel boards are designed for sequence phase connection branch devices study, rigid chassis assembly assure alignment of interior with panel front, preventing flexing and minimizes possibility of loosening or damage to current carrying parts during and after installation.
Circuit Protection and Distribution Products

A complete line of thermal magnetic Miniature Circuit Breakers for household and industrial applications. MCB’s are provided in one, two and three pole configurations and are series rated in conjunction with the larger current limiting circuit breakers. A complete line of Molded Case Circuit Breakers designed to provide circuit protection for low voltage distribution systems. MCCB’s are designed for use in switchboards, control centers, panel boards and combination starters.

Low voltage Air Circuit Breakers Designed to protect power circuits so the flow of short circuit current can be safely and quickly interrupted to isolate a fault. Power Net microprocessor based monitoring, protective and control products designed to provide metering and protection functions and also provide the communication link from electrical distribution equipment. Standard and custom manufactured Panel boards and Switchboards consisting of enclosed assemblies for lighting and distribution that accept incoming power and consist of a series of circuit breakers. These devices protect each circuit by providing overload and short circuit protection.
FTMC is a Guarantee!

It is our aspiration to provide clients with an array of products and services beyond basics, we promise . . .

Our expertise in providing clients with unmatched service is due to the combination of our passion to deliver the best, our knowledge in the industry, our strong logistic channels and our never-ending commitment to customer needs.

- Great Quality
- Reasonable price
- Efficient Delivery
- Excellent After-Sale Service
To approve our passion to quality and standards, below is the list of certificates contained in our products
We Guarantee The Quality . . .

ASTA Certificate for mail panel DB
We Guarantee The Quality . . .

ASTA Certificate for mail panel DB
We Guarantee The Quality . . .

ASTA Certificate for mail panel DB
We Guarantee The Quality . . .
We Guarantee The Quality . . .
Our calibrating and rechecking machines are designed for all ratings!

Our Miniature Circuit Breakers Test Machines

Injection Machine

We Guarantee The Quality . . .
Combined with years of experience, FTMC continue to strive to obtain the best possible standard of service. We employ the best in the industry and provide specialized trainings for our workforce to enable them first-hand knowledge of the latest innovations in the electrical and electrical – safety field.
We have the biggest customers!

We are very proud of our achievement in the field, proof of our accomplishment are our loyal clients whose belief on our efforts is without a doubt. Our customers ranges from power distribution companies, oil rigs, switchgear builders, high – cost projects, commercial establishments, residential areas and just about every industry there is.

**Government & Key Projects**

- Dubai Civil Aviation
- Takeer Umalnar
- Gasco- Ruwais
- Gasco- OGD
- Tabreed
- Qatar Civil Projects
  - Housing Barwa
  - Baraha Barwa
- Qatar Armey
- New Doha Airport (NDA)
Major Customers

In addition to local contractors and original equipment manufacturers, FTC is a direct supplier to:

**Power companies:**

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<thead>
<tr>
<th>Country</th>
<th>Companies</th>
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<tbody>
<tr>
<td>Jordan</td>
<td>JEPCO</td>
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<tr>
<td>Saudi-Arabia</td>
<td>Various SCECOS</td>
</tr>
<tr>
<td>UAE</td>
<td>SEWA, DEWA, ADWEA</td>
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<tr>
<td>Egypt</td>
<td>Most of Utility Companies</td>
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<tr>
<td>Bahrain</td>
<td>Meriam, Al Kahaja</td>
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<td>Saudi-Arabia</td>
<td>ESCOSA, Al Remal, Al Omran</td>
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<tr>
<td>Saudi Arabia</td>
<td>Arab Potash, Phosphate Mines</td>
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<tr>
<td>Jordan</td>
<td>TECO, Al Ahli, MEC</td>
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<tr>
<td>Egypt</td>
<td>EGEMAC, ARAB</td>
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<tr>
<td>UAE</td>
<td>AEC, Danway, Safety, Gama</td>
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<tr>
<td>Saudi Arabia</td>
<td>ARMCO</td>
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<tr>
<td>UAE</td>
<td>Abu Dhabi petroleum, ENCO</td>
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<td>Kuwait</td>
<td>Dhakheel Al Jassar, Sahara, Al Shabaka</td>
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<td>UAE</td>
<td>KNPC</td>
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<tr>
<td>Qatar</td>
<td>Qatar petroleum, Qatar Gas, Ras Gas</td>
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<td>Qatar petroleum, Qatar Gas, Ras Gas</td>
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In February 2010, Farah Trading and Contracting Company reached an agreement to distribute GE General Electric (Electrical Distribution Products) in the UAE, Kuwait, Qatar, Oman and Jordan; to complement their own brand of Circuit Protection Devices. GE Industrial was a division of General Electric. It provided a broad range of products and services throughout the world, including appliances, lighting and industrial products; factory automation systems; plastics, silicones and quartz products; security and sensors technology, and equipment financing, management and operating services.

GE Industrial Solutions Division (formerly GE Consumer & Industrial Power Protection) provides a wide assortment of integrated equipment and systems to ensure safe and reliable power delivery. The product line includes electrical distribution and control solutions, such as circuit breakers, distribution boards and general purpose controls that are used to distribute and manage power in a variety of residential, commercial and industrial applications. Demand for the company products comes from wholesalers, installers, panel-board builders, contractors, OEM’s and utilities worldwide.

GE Industrial Solutions (www.ge.com/energy) is one of the world’s leading suppliers of power generation and energy delivery technologies. The businesses that comprises GE Industrial Solutions - Power & Water, Energy Services and Oil & Gas - work together to provide integrated product and service solutions in all areas of the energy industry including coal, oil, natural gas, nuclear energy and renewable resources such as water, wind, solar and biogas, and other alternative fuels.
Our Distribution Strategy for GE Products

The distribution strategy for GE products is based on four significant points:

1. To make huge stock in the Middle East includes complete range of products of sufficient quantity to serve normal customer demand.

2. To be able to move products throughout the Middle East from strategically placed warehouses.

3. To provide regionally based Modification Centers to assemble and test breakers with trip units, attachments and terminals to customer specifications.

4. To provide technical service to the customers in our marketing area, as to product application or problem solving needs.

Policy

FTC is committed to investing in the latest technology to support the needs of our customers, Machinery and Equipment, Personnel, New Products, Catalogs, Application Literature, Technical and application support.
GE Miniature Circuit Breakers

Miniature Circuit Breakers are excellent for general purpose industrial applications where space savings are required.
GE Power Control Items

We have a complete line of power control family of products including globally-related contactors, starts, overload relays, manual motor protectors and combination motor controllers.
Molded Case Circuit Breakers are designed to provide circuit protection for low voltage distribution system.
GE SEN Plus LV Equipment

- Control Center
  - Fixed, plug-in & withdrawable
  - Special solutions

- Empty Panel
  - Full mounting plate
  - Customized solutions

- Fused feeder Panel
  - Up to 630A – DIN & BS
  - HSE Plus switch

- Distribution board / feeders
  - Fixed & withdrawable appl.
  - ACB, MCCB & LBS

- Main Incomer & Buscoupler
  - Up to 6400A
  - Fixed & withdrawable appl.
GE Air Circuit Breakers

M-pact breakers are designed for use in low voltage assemblies: switchgear, switchboards, motor control centers and transfer switch equipment. These breakers are also ideal for both residential and industrial applications.
GE Pushbuttons and Pilot Devices

A complete line of pilot devices and stations for industrial and commercial applications.
We Guarantee the Delivery

We Are Keeping Huge Stock For G.E Products in Our Facilities In Million Of Euro’s
Distribution Strategy for Circuit Protection and Distribution Products

The distribution strategy for General Electric products is based on five significant points:

• To stock in the Middle East, a complete range of products, in sufficient quantity to serve normal customer demand.
• To manufacture in the Middle East as economically feasible.
• To be able to move products throughout the Middle East from strategically placed warehouses.
• To provide Modification Centers to assemble and test breakers with trip units, attachments and terminals to customer specifications.
• To provide technical service to the customers in our marketing area, as to application or problems with the products.

Policy

FTC is committed to investing in the latest technology to support the needs of our customers, Machinery and Equipment, Personnel, New Products, Catalogs, Application Literature.

With this product line and the ability to design and manufacture to customer specifications, Farah Trading has become one of the leading electrical equipment suppliers in the Middle East.
October 2005, FTC Group Becomes an Authorized Distributor for Microsoft

In response to the growing demand in the local market, Microsoft Eastern Mediterranean appointed Farah Trading and Contracting Company as its second distributor in Jordan. In the last nine years since becoming a Microsoft Distributor in Jordan, FTC has developed into the largest distributor in Jordan. This was possible because of FTC’s considerable business expertise and the establishment of professional teams dedicated to the Microsoft business.

FTC has concentrated on the training of our team and obtaining Microsoft certification for all members. Additionally, FTC has developed sophisticated computer program to handle all phases of the order process to assure the best possible customer service [https://portal.farah.jo/crm/Help/index.htm](https://portal.farah.jo/crm/Help/index.htm). We have maintained an excellent record of payment to Microsoft and enjoy an excellent relationship with the local Microsoft Office.

In 2011 and 2012, Farah Trading and Contracting Company - Jordan was recognized by Microsoft as ”Country Partner of the Year”.

### Other Performance Recognition

<table>
<thead>
<tr>
<th>Year</th>
<th>Category</th>
<th>Certification</th>
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</thead>
<tbody>
<tr>
<td>2008</td>
<td>Microsoft</td>
<td>Gold Certified Partner</td>
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<tr>
<td>2009</td>
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<tr>
<td>2010</td>
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<tr>
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<td>Microsoft</td>
<td>Gold Distributor</td>
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<tr>
<td>2011</td>
<td>Microsoft</td>
<td>Gold Volume Licensing</td>
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<tr>
<td>2011</td>
<td>Microsoft</td>
<td>Silver Software Asset Management</td>
</tr>
<tr>
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<td>Silver Midmarket Solution Provider</td>
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</tbody>
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October 2005, FTC Group Becomes an Authorized Distributor for Microsoft

Other Performance Recognition

2012  Microsoft  Gold  Distributor
2012  Microsoft  Gold  Volume Licensing
2012  Microsoft  Silver  Software Asset Management
2012  Microsoft  Silver  Midmarket Solution Provider
2013  Microsoft  Gold  Distributor
2013  Microsoft  Gold  Volume Licensing
2013  Microsoft  Gold  Communications
2013  Microsoft  Gold  Management and Virtualization
2013  Microsoft  Silver  Software Asset Management
2013  Microsoft  Silver  Midmarket Solution Provider
2013  Microsoft  Silver  Business intelligence
2013  Microsoft  Silver  Server Platform

MEA Distributor of the Year 2013 award

This award was presented on Fri 12-07-2013, during the MEA roundtable in the presence of the WW Distribution Leadership, as well as MEA SMS&P Leadership, and all distributors from MEA attending WPC.
October 2005, FTC Group Becomes an Authorized Distributor for Microsoft

**Other Performance Recognition**

<table>
<thead>
<tr>
<th>Year</th>
<th>Company</th>
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<tbody>
<tr>
<td>2014</td>
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<tr>
<td>2014</td>
<td>Microsoft</td>
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<td>Volume Licensing</td>
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<td>Gold</td>
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<td>Microsoft</td>
<td>Silver</td>
<td>Server Platform</td>
</tr>
</tbody>
</table>
Value Added Distributor

In 2013, Farah Trading and Contracting Company has been appointed as Value Added Distributor. VAD gives us the opportunity to differentiate our business by delivering a new breed of Private Cloud, Management and Virtualization solutions. Under the terms of VAD distribution agreement, Farah Trading and Contracting Co. will provide dedicated business development, sales, marketing and technical services to its channel partners. We will be focusing our efforts on partner recruitment and business enablement, as well as offering pre- and post-sale technical support.

These efforts will help, drive greater awareness of, and sales for, Microsoft solutions within the Jordanian marketplace and among Jordanian technology resellers.

To empower our channel partners to effectively market, sell, deploy and support Microsoft's Solutions. Farah Trading and Contracting Co. will leverage the distributor's dedicated and highly skilled team of Microsoft-focused sales, marketing and technical field experts.

We as Disti Solution Accelerator (DSA) will also work with authorized Microsoft channel partners to identify, build and support customizable solutions around Microsoft Lync, Microsoft Exchange Server, Microsoft SharePoint Server and System Center that are specifically geared for use in small to mid-size businesses (SMBs).

**Distribution Strategy Microsoft Products**

The distribution strategy for Microsoft products is based on three significant points
1. To stock in the Middle East, a complete range of products, in sufficient quantity to serve normal customer demand.
2. To be able to move products throughout Jordan from a strategically placed warehouse.
3. To provide technical service to the customers in our marketing area as to application or problems with the products.
Partner Relationships

Our philosophy is that no matter what tier, each partner is our customer and deserves our individual attention, according to their individual needs. We find that partners of all tiers have come to depend on our services and; because of our professional organization, have expressed a preference to work through FTC. We expect to continue to build on these relationships.

Customer Base
Students in Schools and Universities
Companies and Factories
Computer Assemblers (SMB’s)
Distributors of Brand Name Computers
Solicited Tenders to Supply Software

FTC Distribution Strategy
Technical training
Sales training
Work with the team to be sure they know exactly what they are offering.
We offer our customers customized programs that are designed to meet their business needs, Tailored to the size and purchasing preference of their organization.

NEXT established a Strong Managerial team in Business and Technology and qualified with Cisco and Microsoft certifications, so they can accomplish a long-term vision to drive the company business and marketing policy.

SAMI FARRAJ    President
MAHER FARRAJ    General Manager
Ahmad Abu-Qaoud  Projects manager
Firas Shehada    Sales manager
Nalbi Tahawokh   Technical Manager

- There are 32 technicians in the technical department.
- NEXT Co. has 5 programmers also it cooperates with leading programming companies.
- The company has 8 sales representatives.
- The total number of employees is 135 persons including the secretarial and the accounting departments.
- NEXT believes in investing in human resources as the way to run business efficiently and effectively for the benefit of customers.
In 2013, NEXT has been appointed as Microsoft LSP. We offer our customers customized programs that are designed to meet their business needs, Tailored to the size and purchasing preference of their organization.

One of the many benefits of using NEXT for software licensing is the wealth of experience and expertise within the Software Licensing team, our specialists understand our customers needs and are always on hand to discuss in detail any new requirements that they may have.

All members of the team are highly trained and knowledgeable in all aspects of software licensing, as well as all associated product areas. The licensing team are experienced in dealing with many different parts or subsidiaries of large organizations, which has helped them gain a true understanding of the licensing issues that face Enterprise organizations in today’s marketplace.

**NEXT – Performance Recognition**

**Microsoft Partner**

- **Gold** Volume Licensing
- **Gold** Software Asset Management
- **Gold** Management and Virtualization
As part of Microsoft's Licensing Solutions Provider Program, NEXT recently joined a select list of partners in Jordan that have the ability to sell Enterprise Agreements of Microsoft solutions and technologies directly to large and medium enterprises. As LSP, we will now be able to sell and procure Microsoft licenses including Microsoft SELECT PLUS, Microsoft Enterprise, Enterprise Subscription Agreements and Microsoft SCHOOL, CAMPUS and EES Agreements programs.

This latest development will give Enterprise customers more choice in order to procure and manage their software assets in the form of an Enterprise Agreement with Microsoft. NEXT was awarded the LSP status for demonstrating its capability to add value to enterprise clients in terms of coverage, customer experience and Solutions expertise.

NEXT vision is To be the Trusted Advisor to our clients, helping them enhance business performance through innovative technology solutions. NEXT Mission is to become a market leader by consistently exceeding our Customer's expectations; providing them with best of Microsoft licensing solutions.

We will continually communicate with, and learn from our Customers, in order to improve our services. And, we will keep on top of today's and tomorrow's technology, no matter how fast it moves, to ensure our Customers always have the best solution available to them. We strive for operational excellence in all we do.
Our goal at NEXT is to “Make the internet accessible to every home”, Our Vision is to:

* Provide Internet solutions and access to all Jordanians in all Sectors, especially in education. (E-learning)
* Provide the Jordanian market with State of the Art Internet Technologies & Services.
* Increase the Number of Jordanian Internet users by decreasing the Internet access costs, thus widening the Horizontal Internet Market helping users to obtain the utmost benefit from the Internet.
* To achieve our targets and provide our customers with the best Internet services, we designed our network to be reliable and secure, so we support the network with the best technical equipment’s available in the market.

For example: we selected our networking devices from Cisco, 3Com, Foundry and Cache Flow.

**NEXT Services**

**Nationwide Internet Access**

NEXT offers Total coverage throughout Jordan. We have built strong customer relationships from home users to corporate clients and government departments. These customers enjoy the full range of internet access services, and hosting services that NEXT has to offer.

**Our Network:**

NEXT designed and implemented a high-speed, reliable and secure network, powered with communication devices from Cisco, 3Com, Foundry and Cache Flow among other vendor’s equipment, we also took into consideration the WAN availability to provide an “always-up” access to the internet.
Networks Exchange Technology Company (NEXT), Amman, Jordan

Customer Service:
To ensure that our service levels remain high as we continue to grow, NEXT has implemented a number of support services. In particular, we operate an Online Live Support system so that our customers can interact with us online without disconnecting. If further assistance is required our friendly support team is only a phone call away 24/7.

Telecom Sector:
We provide a high quality service for Calling Card in Jordan under name farahtel.com, as we have a direct interconnect with Tier 1 operator all around the world to ensure quality and customer satisfaction.

Our Fast2fone.com reseller program was developed to allow resellers to market our VOIP service in a wide range of venues.

NEXT Services
Our Wholesale Department is operating on a state of art network that is built based on 8 years of industry experience. This network enhances the ability of Our Wholesale Department to offer better service to its customers. Our Network Operations Center (NOC) is working on 3 shift rotations which enables us to provide 24/7 round the clock support. NOC can provide monitoring and troubleshooting for all customers and vendors that are located on different time zones around the world.
Our Sales team is constantly looking for new routes that are attractive to customers as these routes are quality driven with best prices. Our Wholesale Department sales team always seeks out suppliers that have a direct route in hand with good quality. Our main focus is on Middle East, Africa and Asia. Suppliers always get the high profile traffic that they are looking for in their route in order to adjust their operation.

Our 24/7 NOC is always in contact with our suppliers to ensure constant operations and any issues are immediately notified to customers. Our finance department manages the supplier and customer payments on time and this gives confidence to our suppliers, knowing that they will get their payment within the contract terms. The Finance department plays a key role in our Wholesale Department's success, as suppliers are willing to work with us based on good track record of payments. Our reputation in the industry is one of our main success factors.

Our Monitoring and Reporting system is designed to catch problems instantly by our NOC; and calls are always released back to customer with proper disconnect code for route advance. Also the supplier is notified immediately in order to get the problem fixed, and a notification email is sent to customers and supplier for tracking purposes.

**NEXT and Education**

Statistics show that Jordan is a young country as 75% of the population is less than 30 years old, thus making the educational sector one of the most important sectors in Jordan. The Educational Sector will decide the Future of Jordan, by ensuring the quality of the educational and learning process. If successful, we can expect that we will have a bright future. To do its part, NEXT is providing strong processing power capabilities to the universities and other educational training centers in order to assist in educating its students and exposing them to the latest technologies in the world of the Internet.
Furthermore, NEXT has developed a unique web community for Jordanian children www.kids.jo where every child can, play, listen to music, paint, draw, and design his or her own web page. NEXT has developed www.jobsclub-jo.com to serve both job seekers and employers through offering them a free comprehensive directory of CV’s and Vacancies. Job seekers can use this website to build their CV’s through options enable them to enable to either show or hide their personal information to maintain their privacy while employers can register with their companies names and search for potential candidates.

NEXT has cooperated with the Ministry of Education to publish the results of Tawjihi (high School) Examinations, Universities Admittance and the Comprehensive Examinations for community colleges on all our websites. This step was a great success and it caught the attention of Businessmen Magazine in its 15th edition, Oct. 1,2003 as more than 4 millions and 600 thousands users from Jordan and abroad logged in to the websites and more than 14000 results were sent in SMS form with no problems.
NEXT Services - Cloud
Year 2011, NEXT proudly announced that it added Cloud Services.

For Residential Service:
Cloud-Based Services: Security and Parental-Controls

For Mobile Service:
Family-Friendly Wireless Smartphone Web Surfing with roaming services

For Corporate Services:
Cloud Based Services Including Security, Email and Web Control, and Data Loss Prevention, on any device, anywhere in the world without any hardware, software or client agent with roaming services. Our mission is to serve and provide for our community by maintaining a technology that guarantee assistance and simplifies our customers daily life, and at the same time adding a touch of technology to their lives.
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Fax: (9626) 4744-660
E-mail: cbsc@farah.jo