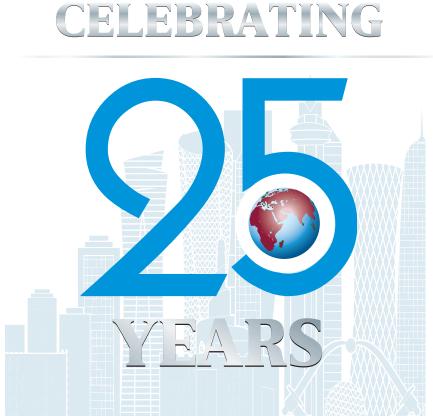
## Local focus, Global vision nsula

TUESDAY 9 MARCH 2021

1996 - 2021

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#### The Peninsula advertising department: Enhancing bonds with clients



he Peninsula, geared with an experienced team of individuals from across the globe, was launched with the single intention of providing quality local and international content and reaching the wide untapped English speaking expatriate market.

The Peninsula advertising department believed that forming and strengthening relationships with clients was the key in building a platform of sustainability in a market of varied competitors. Among many firsts executed by the advertising was specific topicbased supplements and the first and only classified tabloid.

Over the last few years close interdepartmental coordination especially between the editorial and the advertising has helped us cater to the clients every need thus giving them value added benefits. Working as a team, editorial and advertising, have successfully managed to tide over unexpected circumstances and achieved leadership status among English newspapers in Qatar.

Our strength has always been a keenness to envision, forecast and most importantly adapt to the varied market scenarios that we have faced over the last 25 years. We look forward to continue in the same vein by giving our readers high quality news content and at the same time providing our partners with a vehicle that will ensure their businesses/services flourish and grow with us.











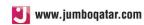








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## Congratulations from Lulu Group International

take this opportunity to congratulate to Editor-In-Chief, staff and management of The Peninsula on 25th anniversary of the newspaper.

The Peninsula has been a very constructive media partner to Lulu Hypermarket. My personal association with The Peninsula is very good as I read the paper daily for business and other local stories. The paper also witnessed digital transformation by the time.

The Peninsula is fantastic in covering local and business issues. We did a lot of partnership programmes with The Peninsula on the issues of mutual interests.

The Peninsula made its name in regional and international level with intensive coverage of Qatar, GCC and the entire region.

The daily is covering with reporters on ground to provide accurate information in

#### **Lulu Hypermarket** emerges as one of the fast growing retail chain

Lulu Hypermarket has emerged as one of the fast growing retail chain in Qatar operating with 19 stores across the country.

"The commitment of Lulu Hypermarket to offer all household needs for all segment of the community under one roof built trust among customers during past two decades," said Director of Lulu Group International, Dr. Mohamed

He said that establishing business hub in 24 countries to import authentic foods and high quality products and making contracts with local farmers to supply farm fresh agricultural produce are among major steps taken by the giant retail chain to attract large number of customers.

"For the last many years Lulu has worked closely with the Qatari farms and manufacturers to procure, produce and promote products made in Qatar. Over 40 Lulu private label products are now being produced in Qatar, and local farm products are given dedicated space in our stores," said Dr. Althaf.

He said that sustainability is in the core of Lulu Hypermarkets policy, Lulu has gold standards in reducing waste, encouraging reuse and reducing carbon footprint

'The leading retailer of the region Lulu Hypermarket has started its operations in Qatar in the year 2000 with its first venture at Al Saad on Al Rayyan Road," said Dr. Althaf.

He said that Two years later, the Group started its expansion with the state-of-theart hypermarket on the D-Ring Road and currently, with a diverse portfolio of Hypermarkets, Supermarkets, Department Stores, Express Stores, Shopping Malls and Lulu Webstore, the Group has made advancements in the region and is operating 14 state-of-the-art stores and a Shopping Mall scattered over various strategic locations across Qatar with a strength of 4500 staff.

"As a responsible retailer, from the beginning they have made it a policy to drive forward a truly new retail experience for its valued customers by addressing their daily needs under one roof. Over the years, Lulu Hypermarkets have become synonymous for excellence in the fields of retailing, import and distribution of fresh/frozen foodstuff and consumer staple goods," said Dr. Althaf.

The Group also has a comprehensive network of Export Distribution Centers and Sourcing Offices in 24 countries including USA, UKand Spain, to cater to the regular requirements of U.S., British and European brands of products across all Lulu stores.

As in the case of other sectors of the economy, the outburst of the pandemic haspaused challenges to the retailers as well globally. Lulu's supply networkworldwide has also experienced the waves of pressure during this period. Like Healthcare Workers, retail staff were also in the forefront of helping the community with abundant supply of essential food, consumer goods and hygiene products like masks and sanitizers. As a major retailer, Lulu had to shoulder the responsibility of safeguarding its staff and customers alike.

Lulu Hypermarket, from the beginning has organized a massive campaign named "Your Health is in your Hands" aiming to promote awareness on hand hygiene among its customers, employees and general public, and implemented a series of COVID-19 protocols in their stores including social distancing guidelines by placing signages at vantage points inside the stores, pre-packed supply of vegetables, fruits, roastery, cheese, meat and bakery, display of essential items at multiple locations of the store to avoid crowding up, cashless payment option at checkouts, dedicated checkouts for elderly and vulnerable shoppers, enhanced e-commerce services such as 'Express Delivery'option for a same-day delivery and 'Click and Collect'option for a store pick-up service through its online shopping platform.

They have also imparted awareness to the customers on washing the hands, minimal family presence at the store while shopping and



Dr. Mohamed Althaf, **Director of Lulu Group International** 

temporary suspension of the best practice of reusable bags. Further, they have installed protective screens at checkouts in order to safeguard both the customers and staff. Besides, they have established pop up stores in 24 hrs. at various industrial areas that were in lockdown as per the requirement of the Ministry Officials.

Circumventing all odds, proactive measures were taken by Lulu Hypermarket to ensure food security during the crises by chartering cargo flights and deepening the storage of essentials and enhanced our e-commerce capability.

Lulu Hypermarket was the first retailer who implemented the practice of continuous thorough cleaning and sanitization of all shared surfaces and touch points at hypermarkets such as shopping trolley handles, baskets, handrails of the travellators and lifts, and washrooms and common areas and constant 'in and out' thermal scanning procedure for workers and fixing of transparent protective shields at the checkouts for the protection of cashiers and customers alike.

The Group has plans to work closely with Qatar's farming community to energize the 'Farm to Store' program by sharing the data analytics, in a bid to increase the availability and minimize the logistic challenges. They are also in the process of co-manufacturing in Qatar and will be producing majority of the private label in close partnership with the manufacturers in Qatar. Lulu is also focusing on Made in Qatar products by allocating dedicated area to promote the same.

Recently, Lulu Hypermarket has joined the Ellen MacArthur Foundation as a Network member to facilitate collaboration for accelerating its ongoing efforts towards the transition to a circular economy. In order to accelerate the transition to a circular

economy, a model that benefits the economy, society, and the environment, the Foundation works with, and inspires, business, academia, policymakers, and institutions to mobilize systems solutions at scale, globally. A circular economy offers solutions to tackle global challenges such a climate change, waste and pollution, and biodiversity loss.

Underpinned by a transition to renewable energy, a circular economy designs out waste, and pollution, maximizes resource efficiency, and promotes the reuse, sharing, repair, refurbishment, and recycling of materials.

Lulu is the winner of 'Sustainability Award 2019' organized by the Gulf Organisation for Research & Development (GORD), in appreciation of their long-standing and continued efforts towards sustainability. They have also won the 'Corporate Social Responsibility Award' in the Category: 'The Best Company in the Private Sector' in the 7th CSR Awards ceremony entitled "Social Responsibility between Ethical Commitment and Achieving Profitability" held in Doha this year.

The Peninsula has been a very constructive media partner to **Lulu Hypermarket. My** personal association with The Peninsula is very good as I read the paper daily for business and other local stories. The paper also witnessed digital transformation by the time. The Peninsula is fantastic in covering local and business issues. We did a lot of partnership programmes with The Peninsula on the issues of mutual interests. The Peninsula made its name in regional and international level with intensive coverage of Qatar, GCC and the entire region.



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Al Meera - Busidra | Mirqab Mall- Al Nasr | Lulu- Ezdan Oasis | Doha Festival City | Mall of Qatar | Lagoona Mall | Al Khor Mall | Ezdan Mall - Al Wakra



#### Congratulations for the remarkable achievements

Te take this opportunity to felicitate and convey our hearty congratulations and wishes to The Peninsula newspaper on this auspicious occasion of celebrating the 25th anniversary.

We have been very closely associated with The Peninsula all these years and the newspaper is playing a vital role in the passage of the growth of our organisation.

We have been closely associated with The Peninsula on several occasions during these years especially in their subscription campaign and The Peninusla's annual promotion

being a joint sponsor.

The Peninsula is the first newspaper who initiated annual promotion by coordinating and cooperating with various commercial outlets and activities in Qatar which was really an encouragement in the trade and business activities in the Oatar market

Also, on this occasion we may mention the contributions of The Peninsula's in all sectors in the country are quite remarkable.

We wish them continued growth prospects in the coming years too. We once again extend our continued cooperation and support to The Peninsula.



C V Rappai Chief Executive Officer & Director. Video Home & Electronic Centre. Jumbo Electronics

#### New heights in business journalism

Peninsula rewarding and deeply enriching experience for me as a journalist I have grown here not only as a journalist but also personally, under the leadership of Editor-in-Chief, Dr. Khalid bin Mubarak Al-Shafi. When I joined The Peninsula in December, 2014, there was no separate section for business news. Business reporters were part of the local news section and they used to also cover local news along with business. Clearly, the focus on business news was missing. Taking note of this, Dr. Khalid bin Mubarak Al-Shafi separated business news section from the local news section and set up a separate bureau of business news. This move brought a positive effect on the quality of news reporting.

The focus on business news and events increased



Sachin Kumar **Head of Business Section** 

in the newspaper and reporters got a chance to specialise on financial news. Driven by the reader-centric approach, The Peninsula has become favourite source for business and financial news not for just local readers but also for people in other parts of the globe. The newspaper presents complex business news in simplistic manner so that even a layman can understand business news. The business section of the newspaper covers all the

important sectors of the economy. It is playing a crucial role in promoting local entrepreneurs and government policies. It gives priority to local business leaders and businessmen. Whether it is stock market, real estate, banking or infrastructure industry, the newspaper covers all the sectors of the economy. The business news section has adopted innovative approach in news presentation. The complex developments in the world of business and finance are presented with the use of graphics and pictures, making it reading news a enjoyable and enriching experience.

The business news section has earned the trust of readers and businessmen in the country. Whenever, industry leaders and corporate in Qatar have to make big announcement, they prefer The Peninsula to publish their news.



#### Archives: A treasure trove of information

he Archives or the library of The Peninsula is a treasure house of vast information segregated, filed and stored in myriad sections. It is a valuable source for research for the newspaper staff and sometimes, people from outside who are doing academic research on certain subjects also approach for searching through the back copies to gather information about national and international events, which they could not find anywhere else.



As we are talking about 1995-96, it was not easy to find relevant documents materials those days. There was no Internet, no electronic news or photo service and everything had to be sourced manually. A few staff members who joined The Peninsula months before its birth worked hard to search for and store reference material from different corners of the world.

Through their contacts in their native countries and by approaching their friends in different parts of the world they did a wonderful job in gathering several documents, publications and rare pictures, which formed the basis of the current sea of material kept in the archives.

As The Peninsula has always been tech-savvy, it was quick to adopt the technological revolution taking place in the late 90s and early 2000s, which made the work flow in every section easier and smooth, tremendously cutting down the amount of



Sinnathambi Ramasamy Head of Archive Department

human labour. Latest computers and other devices were on hand to make this possible and well-trained and experienced staff made it all faster keeping pace with busy schedule of the newspaper.

In the initial days, all the daily printed editions were carefully stored, hard bound. Those tons are still kept as a treasure even today. Then by the beginning of the current century came the digitisation process and The Penin-

sula digitised all the past editions, which was a laborious process stretching to several months. The photography section was instrumental in completing this process for which they worked every day without rest.

With the advancement in information technology, electronic files became the norm of the day, which made it easier to transfer and codify all the editions, published and non-published stories, pictures and more. This also helped in saving a lot of physical space as the electronic files occupied very limited space compared to the hard copies.

Now, the use of paper is a rarity, everything is done at the click of a button, making the process of archiving and retrieving content with less dependent on human labour.

As in any other section, The Peninsula had employed specially qualified people, such as experts in library science in its archives. These professionals stored and kept thousands and thousands of documents and pictures providing enough research and background material for the daily reference needs of the reporters and other writers. When it comes to research on any subject under the sun and may be beyond The Peninsula archives is something which we can bet our trust on.

#### Team work pays off

came to Qatar in September 1999 with a keen interest to find a job and join my father and brother living

It was not easy to find a suitable photography job at that time, but I was determined to find a job of my choice. In October of the same year, I got a job as a photographer with Al Sharq Newspaper

to fill a leave vacancy. I kept searching for a better placement, and in February 2000, I learned about an opening in the photography department of The

Peninsula newspaper. I met the then Managing Editor of The Peninsula, George Abraham. I expressed my passion for working for a newspaper, with my experience and learning in film direction. I submitted some of my photography work done in the UAE, India and Qatar to add more value to my application.

The next day, I was called to meet the news editor Almeida. He assigned me to cover some events, and since that day, I have been part of The Peninsula family.

At that time we were only two in the photography department. Qassim Rahmatullah, the chief photographer, is the best team captain and always supports me in difficult times.

We used film cameras and had to go to a colour lab to process the pictures and rush back to the newspaper to meet tight dead-

I have had the privilege to work with many experienced journalists like Mobin Pandit (Late), Moiz Mannan, Babu Mather, who helped mould my photojournalism

My job has also enabled me to cover



Salim Matramkot, Senior Photoiournalist.

many UN and other International Conferences, major sports and athletics events like Asian Games, AFC, FIFA Club World Cup, Qatar Open Tennis, Tour of Qatar, and MotoGP.

I have met many world leaders like former UN Secretaries-General Kofi Annan, Ban Ki-moon, Dr. Mahathir Mohamad, late Colonel Muammar Gaddafi, Dr. Manmohan Singh, and José Manuel Barroso.

I am proud to be a part of many exclusive reports The Peninsula brought to the readers in the print edition

and online. The Peninsula never follows speculations and rumours, but the news is gathered from the most reliable sources. We want to be, and we are always, a credible source of information for citizens and residents.

We have a solid vision of the present and future. Thanks to our founders, Chairman Dr. Khalid bin Thani Al Thani, CEO Abdul Latif Al Mahmoud, and all other Senior Management and all our Editors-in-Chief since the beginning till date, especially Abdul Aziz Al Mahmoud.

The present Editor-in-Chief, Dr. Khalid bin Mubarak Al-Shafi, is a wise and visionary person and always very keen to introduce new methods for cost-effectively developing the newspaper.

I join my colleagues with unbridled joy in celebrating the 25th anniversary (Silver Jubilee) of The Peninsula, and I wish the newspaper many more successful years ahead.

We have achieved all these through teamwork and will continue to experience further heights as a team. No matter how many of us will be here in the coming years, the torch will be passed on.

Congratulations!

#### The newspaper shaped my career

hen I joined The Peninsula, I was 25 years old. I was picked as a young man with a lot of ambitions and one of them being a photographer. I wanted to be a part of a newspaper because reading news every day is what I did when I was young. I got to work with senior staffers at The Peninsula like Mobin Pandit and Moiz Mannan who taught me the nuances of report making.

Among my first assignments, I got to cover the US invasion of Iraq in 2003. I



**Abdul Basit** Photojournalist

went to conferences that were attended by world leaders. I have covered

sports events, local gatherings and have been to official assignments. Photo journalism is in my blood. The Peninsula has given me everything I have learned. I have worked for only one newspaper. It's a big honour. I have always wanted to do good.

When I started as a photographer, there were no digital cameras. I was the first one to use a digital camera when The Peninsula got those magnificent gadgets. We have been using digital cameras ever since.

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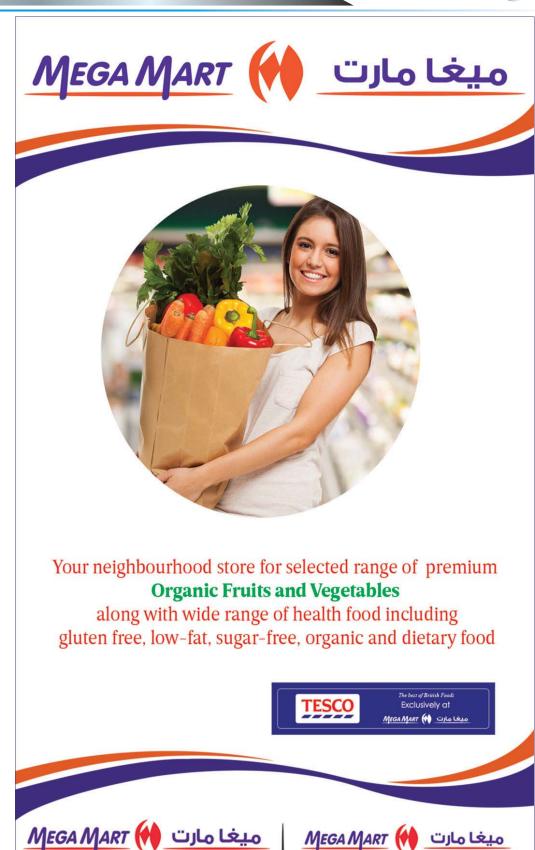






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# Jumbo delights consumers for 4 decades

he extraordinary journey of Video home & Electronic Centre, Jumbo electronics began in 1980 at Musherib, the heart of Doha at that time. Over the last 4 decades, Qatar has grown into a modern vibrant nation and the world has undergone many changes, but our commitment to Qatar market has been unwavering. We have strived to serve the people of Qatar since our inception with better products and services that delight our consumers. We are glad to announce our 40 years of uninterrupted business in Qatar.

We took our first steps in establishing our Jumbo retail across the country which is now 14 stores strong network. We are also a proud premium retail partner for Ooredoo the country's largest telecom operator. With opening up of economy, country witnessed the advent of hypermarkets and many independent retailers. Jumbo diversified its operations from retail to distribution in order to cater to the needs of these hypers and retailers alike, today we are proud to say that we are one of the leading suppliers of consumer electronics to these channel partners.

As the country began its modernization and development of critical infrastructure, Jumbo forayed into the MEP and B2B business which now

As the country began its modernization and development of critical infrastructure, Jumbo forayed into the MEP and B2B business which now caters to diverse customers across wide spectrum of clients from real estate and hospitality and large private companies to the top government organizations involved in the infrastructure development of the country. All major big names in the above sectors are our customers currently.



caters to diverse customers across wide spectrum of clients from real estate and hospitality and large private companies to the top government organizations involved in the infrastructure development of the country. All major big to modernization names in the above sectors are our customers currently. In MEP space Jumbo is closely working with brands such as Bosch, Siemens, Cisco, Interel & Beldon. Today, Jumbo conducts its business under 5 major verticals of Retail, Distribution, B2B, MEP and Service, making it a total

solution provider in state of Qatar

Jumbo has been instrumental in introducing many international and world class brands such as LG, Ariston, Indesit, Harman Kardon, JBL, Brother, Kenwood, Blueair, Nutribullet in the country to name a select few. Together with its extensive network of retail stores and service centers spread across Qatar, Jumbo is a trusted name in the industry for our principals, vendors and consumers.

In its quest to provide products at the best quality at competitive prices Jumbo launched its in house private label brand "Oscar" in 2012. Today Oscar is a leading brand in the local market sold across all major hyper stores and is synonymous

with smart consumer electronics products, air conditioners as well as large and small home appliances. Jumbo's team monitors the quality of the Oscar products which are made at state-of-the-art factories.

Jumbo has chalked out ambitious plans for a bright future and is working towards increasing its reach and go beyond the shores of Qatar. It plans to take the business to new heights by expanding its operations in entire Middle East & Gulf region. A first step in this direction will be the setting up of our Oman operations in 2020.

In 2020 we revamped our loyalty program "Mukafa" under which earning and redeeming points has become simpler and more rewarding. Customers get an advance notification of Jumbo's special promotions and premium product launches. Priority delivery, discount on service and spare parts are other added features of the program.

After sales service has been the key

Jumbo has been instrumental in introducing many international and world class brands such as LG, Ariston, Indesit, Harman Kardon. JBL. Brother. Kenwood, Blueair, and Nutribullet, to name a select few. **Together with its** extensive network of retail stores and service centers spread across Qatar, Jumbo is a trusted name in the industry.

differentiator for Jumbo electronics, we operate a 2500 sq mtr master service center at Industrial area which is augmented with 3 more satellite service centers in Qatar to ensure prompt and quality service. As part of its philosophy Jumbo has always kept customers first and has been constantly working to contribute towards betterment of services. This commitment has been praised by many brands and Jumbo has won many accolades for providing best after sales service in entire Middle East and gulf region. Even during the recent difficult time of pandemic Jumbo demonstrated highest standards of service by ensuring proper supplies in adherence with protocols to provide peace of mind to its customers.

Jumbo has partnered with the country's leading logistic provider GWC by taking up 12000 CBM of space to strengthen its warehousing and distribution capabilities. This association ensures that the products are delivered in time and in the best condition.

#### Witnessing rapid development



**Ahmed Eltigani Idris**Public Relations Manager

have to say that during my nine years working with The Peninsula newspaper, it has seen rapid development especially in the last six years, as it has transcended into another level in all aspects like editorial quality, news coverage and especially its digital presence.

The Peninsula website today is number one digital platform for readers inside country and beyond its borders thanks to enormous efforts of its team.

Certainly, a strong and successful organisation always needs a strong team which is a major factor in our successive successes as we work together like a family and a team under the leadership of our Editor-in-Chief Dr. Khalid Al-Shafi and have made the newspaper one of the most prominent dailies in Qatar and even in the Arab Gulf region

I personally have the honour to be a member of this family and our prestigious organisation.

# \*\*Gas pipeline to Pakistan should be expedited.\*\* Political Artifletis in the property of the control of the property of the

#### Marketing plays important role

arketing work is considered one of the most successful options for any organisation that places expansion on development as a priority. Here at The Peninsula newspaper, we found what helps us create opportunities and ideas that we can move through. As The Peninsula today has become a brand that everyone knows and depends on in his future choices. The reports that the newspaper makes from time to time remove the confusion about some of the ambiguities in making business decisions and their appropriate times. We cannot work in isolation from the newspaper's editorial, for it is the locomotive through which we move. The Peninsula, today, has a great reputation among the community, so it is easy for us to market with all its methods and ideas. We try, in light of the circumstances in which the world is going through, to preserve the position it has gained among its readers and followers. We affirm that we will work to strengthen the relationship between The Peninsula



**Love Lee Laine Garcia**Marketing Executive

newspaper and its audience in everything that would establish the first position that the newspaper enjoys in Qatar. To be considered as part of The Peninsula it is a great honour and a privilege for me as I am delighted with the guidance of our truly outstanding Editorin-Chief Dr. Khalid Al-Shafi whose leadership and vision steered me since the day one. The Peninsula has received many compliments and words of praise from our clients and readers. We have attracted many new clients and are also retaining big number of existing loyal clients, readers and subscribers. The Peninsula

helped with it widespread exposure, like being popular among community. Being a marketing executive for the newspaper you'll need to know how to create awareness and develop the brand you're working with, communicate with your target audiences/readers, build and develop a good client's relationship. Consistency is the key for whatever you start, give your clients something to look forward to.

This shows an understanding as a whole as well as the opportunity at hand. Nowadays, you need to do embrace online means to work due to the pandemic situation all over the world. We professionally continue offering the services and products we provide such as newspaper subscription as our daily brings the latest news from Qatar and all over the world with in-depth information. The Pen Junior, is a very informative and colourful magazine dedicated to children. We feature regular advertisements in different special supplements. We as a team put our clients at the centre of everything we do and continue to assure the best content and features to our readers and clients.



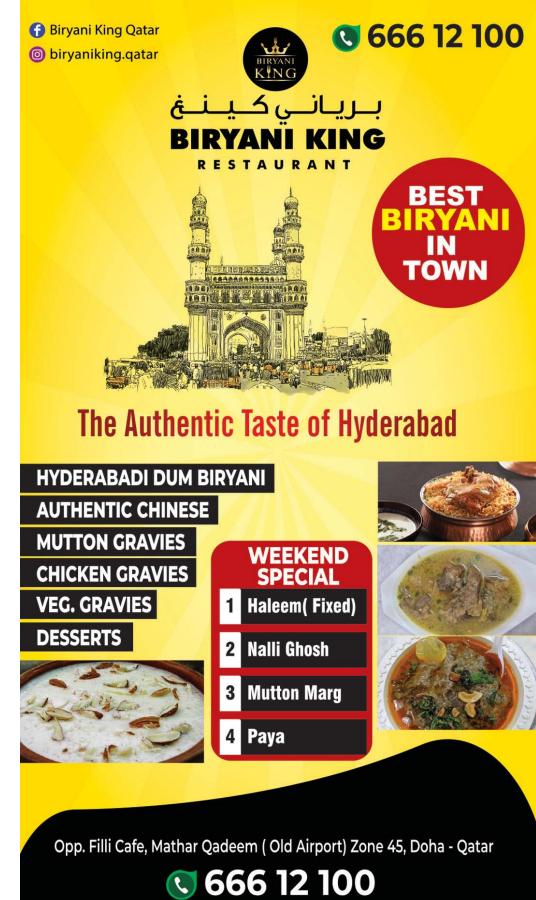
The very first and only local picture carried by The Peninsula on March 9, 1996 on page 2. The picture shows a Cultural and Social Centre for the Handicapped celebrating in cooperation with the Umar bin Khatab Health Centre the 'Day of Handicapped' entertainment programmes and various competitions. Today, around sixty percent of The Peninsula newspaper's coverage revolves around local events, activities, development issues with a good portion of local photographs on each page of home section.

Over last 25 years, photography technology has also evolved giving additional edge to the print media to better present newsworthy events with photo journalism.











18.02.2021 TO 10.03.2021 يبدأمن ١٨ - ٢-٦١ إلى ١٠-٣ -٣١ -١٠

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## CELEBRATING





March 9, 2021

### Milestones in the path of 25-year journey















March 9, 2019







March 9, 2014



March 9, 2013



March 9, 2012











March 9, 2003



March 9, 2004



March 9, 2005



March 9, 2006































11.50 Fresh katla Pakistan 1kg

Yam( suran) india 1kg

**6**.50 Broccoli iran 1kg

8.50 Avocado uganda 1kg









Seara Tenderised **Chicken Half** Breast 1kg

**Geko Pommes French Frites** 2.5kg







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