

impact



قيمنا الأساسية
الزاهة | ننمك بأخلاقيات العمل و
مقتضيات الأمانة والزاهة في تعاملنا مع
تلبية رغبات عملائنا
نادر إلى نادر
تتمتع بال
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نعمل

الزاهة
ب وتأهيل
الشابة ليصبحوا
المستقبل
عديدة لتوفير حياة مهنية ناجحة



Issue
32
December 2015



ZamilIndustrial

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Dear Colleagues,

Greetings and welcome to the latest issue of *Impact*.

At Zamil Industrial, we have spent much of 2015 assessing our future-oriented strategies and making adjustments to policies and procedures that are designed to ensure the health, safety and successful career development of our employees. We've also carefully kept pace with key technological advancements that have enabled us to work more efficiently and have played a huge part in attaining and expanding our global success.

We continue to focus on initiatives designed to solidify and expand our position as a business leader both within our region and around the world.

This issue chronicles the recent growth and expansion of our company, including its core and sector businesses and joint ventures. It provides the latest updates on new initiatives in manufacturing and industrial technology, both planned and currently in progress, and describes new developments and achievements in workforce training and education and the positive effects they have had on the careers of our employees.

In addition, the articles within this issue take a look at our company's participation in key trade and industry exhibitions and student-oriented activities that inform and prepare our youth for future careers in the manufacturing industry.

I hope you find this issue both informative and enjoyable, and will continue to contribute your comments and article suggestions for upcoming editions.

With respectful regards,

Abdulla M. Al Zamil
Chief Executive Officer

Zamil Industrial Posts SAR 57 Million Net Profits in Third Quarter 2015

Zamil Industrial Investment Company (Zamil Industrial) has announced its consolidated financial results for the period ended 30 September 2015.

Net profits for the third quarter of 2015 were SAR 57.5 million (USD 15.3 million), compared with SAR 56.4 million (USD 15.1 million) during the same period in 2014, an increase of 1.9 percent, and compared with SAR 74.4 million (USD 19.8 million) posted in the second quarter, a decrease of 22.7 percent.

Gross profits for the third quarter of 2015 were SAR 308 million (USD 82.1 million), compared with gross profits of SAR 311.7 million (USD 83.1 million) for the same period in 2014, a decrease of 1.2 percent.

Operating profits during the third quarter were SAR 86.2 million (USD 22.9 million), compared with SAR 89.7 million (USD 23.9 million) for the same period in 2014, a decrease of 3.9 percent.

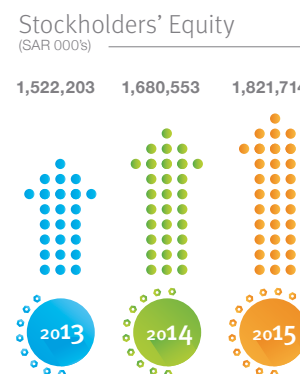
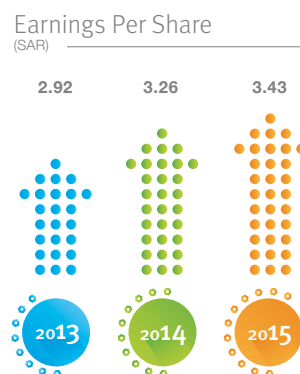
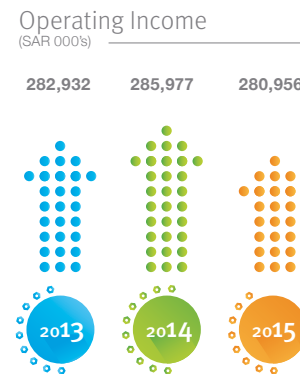
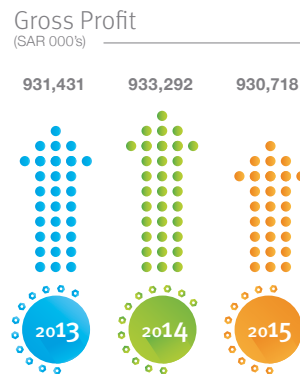
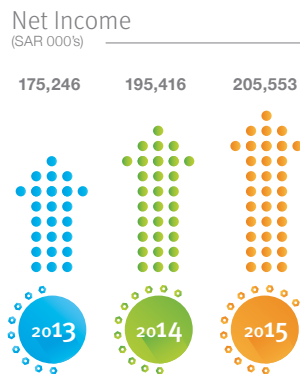
During the nine months ended 30 September 2015, net profits were SAR 205.5 million (USD 54.8 million), compared with SAR 195.4 million (USD 52.1 million), an increase of 5.2 percent over the same period in 2014.

Gross profits for the nine months were SAR 930.7 million (USD 248.2 million), compared with SAR 933.3 million (USD 248.9 million) for the same period in 2014, a decrease of 0.3 percent.

Operating profits for the nine months were SAR 280.9 million (USD 74.9 million), compared with SAR 285.9 million (USD 76.2 million) for the same period in 2014, a decrease of 1.8 percent.

Earnings per share grew to SAR 3.43 (USD 0.91) from SAR 3.26 (USD 0.87) during the same period in 2014.

Comparison Charts of Q3 2013 – 2015 Financials (Nine months)



Zamil Projects Awarded SAR 23 Million Contract for New SAMAC MMA and PMMA Plants Project in Jubail

- Zamil Projects, a business unit of Zamil Air Conditioning and Refrigeration Services Company, has been awarded a new contract worth SAR 23.6 million (US\$ 6.3 million) from CTCI Corporation, one of Taiwan's largest engineering, procurement, and construction (EPC) firms, to provide EPC services and mechanical works for the HVAC systems and equipment at the Saudi Methacrylates Company (SAMAC) facilities, located in the eastern region of Saudi Arabia.

Zamil
CoolCare

According to the agreement with CTCI, Zamil Projects will supply an assortment of HVAC equipment and chilled water systems, and perform all essential HVAC system engineering, supply, installation, testing, and commissioning services for various buildings at the SAMAC's methyl methacrylate (MMA) and polymethyl methacrylate (PMMA) plants in Jubail Industrial City.

Saudi Methacrylates Company, a 50/50 joint venture of Saudi Basic Industries Corporation (SABIC) and Mitsubishi Rayon (MRC), operates a 260,000 metric tons per annum (mtpa) methyl methacrylate (MMA) plant, the biggest of its kind in the world, and a 40,000 mtpa polymethyl methacrylate (PMMA) plant in Jubail.

Construction on the project began in late 2014, and commissioning is expected in early 2017. The project, which will introduce new high-value

products manufactured for the first time in the Middle East, is a part of Saudi Arabia's National Industrial Clusters Development Program, which is aimed at expanding and diversifying the economy by 2020.

Zamil Projects realizes the importance of its products and services to the expansion of complex modes of industrial production in Saudi Arabia. Manufacturers trust Zamil Projects to understand their diverse needs for HVAC equipment and services, and to meet them with customized solutions of the highest quality.

Jubail



Zamil Steel Construction Company Wins SAR 19 Million Contract From Saudi Aramco for Al-Janadriyah Exhibition Facility in Riyadh

- Zamil Steel Construction Company (ZSCC), a subsidiary of Zamil Industrial, was recently awarded an engineering, procurement and construction (EPC) contract worth approximately SAR 19.3 million (USD 5.2 million) by the Saudi Arabian Oil Company (Saudi Aramco) for the construction of Saudi Aramco's new exhibition pavilion at Al-Janadriyah Village located on the outskirts of Riyadh, in the central region of Saudi Arabia.



The scope of the contract includes the design, fabrication, supply and erection of pre-engineered steel buildings, as well as the provision of all EPC works, including civil, electrical, mechanical, structural and finishing works for the stand-alone exhibition facility at Al-Janadriyah Village, home of Saudi Arabia's annual National Festival for Heritage and Culture.

Project requirements for the new exhibition center are complex, including a variety of different components that must be designed, completed, and erected in accordance with stringent controls on safety and security as defined by Saudi Aramco.

Consequently, attention to detail is of the utmost importance.

"ZSCC is fully prepared to meet the challenges presented by this prestigious project," said Mohammed Al Sahib, director of ZSCC. "We have worked hard to establish an industry-wide reputation for excellence in quality and service. As the main contractor for this project, we plan to employ key strategies related to efficient staffing and product supply in order to achieve the complete satisfaction of our valued client."

Zamil Steel Construction Company caters to clients that require a one-stop shop for industrial and commercial steel buildings. The company provides engineering, procurement and construction services for setting up new projects in different market sectors; design, fabrication and supply of steel buildings as well as related civil and concrete works; erection of steel buildings; and installation of firefighting and fire alarm systems, architectural materials, and mechanical, electrical and plumbing works on the basis of turnkey contracts through full-site management teams.



BCOMS Signs MoU with Bacacier Group for Distribution of Metal Cladding System in GCC Region

- **Building Component Solutions Co. (BCOMS), a subsidiary of Zamil Industrial, has signed a Memorandum of Understanding (MoU) with Bacacier, a French group specializing in facade coverings and metal sheets for industrial buildings, for the distribution of Bacacier's cladding system in the Gulf Cooperation Council (GCC) region.**



Jean Christophe Vigouroux, president of Bacacier Group, Nawaf M. Al Zamil, VP of Zamil Steel's Building Products Group, and Nasri Majzoub, general manager of BCOMS, signed the MoU on November 23, 2015, at The Address Hotel in Dubai, UAE.



The MoU will enable BCOMS to distribute Bacacier's metal cladding system in the GCC region. The latest Bacacier steel-cladding range was designed in collaboration with the world-renowned architect and designer Philippe Starck and represents a major development in architecture and building construction.

The range is based around simplicity and adaptability, allowing architects to design unique buildings simply and economically. In addition, the cladding will enable small companies and start-ups to easily design, construct and simplify their operations.

AHRI Technical Committee Reports on **Zamil Central Air Conditioners'** Efficiency Testing of HFC-32 Refrigerants



- **The Air-Conditioning, Heating, and Refrigeration Institute's (AHRI's) Low-GWP Alternative Refrigerants Evaluation Program (Low-GWP AREP) Technical Committee has published the results of recent tests conducted by the research and development team at Zamil Central Air Conditioners.**

The rooftop packaged unit was tested at the Ikhteban laboratory, one of the leading HVAC testing labs owned by Zamil Air Conditioners in Dammam. The tests were part of the AHRI's Low-GWP AREP. The industry-wide cooperative research program was implemented to identify and evaluate alternative refrigerants for use in major product categories that can replace the current group of high-GWP refrigerants. The test report compared performance when R-32 is utilized in existing R-410A air-conditioning units in high-ambient environments. The research and development engineers utilized a standard 21kW rooftop packaged air conditioner manufactured by Zamil Central Air Conditioners to assess the capacity and performance of R-32 in a unit designed to operate using the R-410A refrigerant. They switched out the machine's ZP61K5E Copeland Scroll compressor used for the baseline test with a prototype Copeland Scroll R-32 compressor.

Results confirmed that R-32, a low-GWP alternative and potential replacement for R-410A, was compatible and demonstrated higher capacity at high ambient temperatures. R-32 capacity was recorded at 16 percent higher than that of R-410A, with an increased energy efficiency ratio of up to 10 percent. Zamil Central Air Conditioners is scheduled to present the complete research results at the upcoming AHRI

Low-GWP AREP Conference in Orlando, Florida, USA, on January 21, 2016.

"With this achievement, we have succeeded in introducing Zamil Central Air Conditioners and the Ikhteban lab as a reliable research and test-verification partner for global and regional organizations like AHRI, United Nations Environment Program (UNEP) and the Saudi Standards, Metrology and Quality Organization (SASO) in evaluating new, low-GWP refrigerants in high-ambient applications," commented Mohammed Khawaldeh, Director of Unitary & Applied Product Units at Zamil.

The Zamil Central Air Conditioners' engineering team includes more than 200 research, development and technical services specialists active in three locations in Saudi Arabia and Europe. They collaborate to provide a full spectrum of services, from initial research to equipment development, customization and testing.

The team is equipped with the knowledge, skills, capabilities and facilities to create customized solutions to technical challenges that arise within the oil and gas, industrial, commercial, educational, and utilities sectors, among others. The company's regional and international presence enables its specialists to remain at the forefront of new technologies, new regulations and emerging customer needs and solutions.





Zamil Industrial Organizes “Advancing the Participation of People with Disabilities in the Labor Market” Forum

- As part of its core values and commitment to support and implement social responsibility programs and sustainable community service initiatives, Zamil Industrial, in collaboration with the Qaderoon Business Disability Network and Asharqia Chamber, organized an awareness gathering focused on advancing the participation of people with disabilities in the labor market. The forum was held on November 5, 2015, at the headquarters of the Asharqia Chamber in Dammam, Saudi Arabia.

The forum began with a welcome address by Abdul Mohsen Al-Ghamdi, VP of Corporate Administration and Human Resources at Zamil Industrial, followed by a speech on the definition of disability as well as scientific information related to this matter by Amr Khashoggi, chairman of the Qaderoon Board of Managers. This was followed by a speech by Khalid Sindy, executive manager of Qaderoon, in which he spoke about the obstacles that people with disabilities face in the workplace.

Later, Dr. Mervat Tashkandi, advisor to the Minister of Labor, spoke about the importance of shifting the community's focus from disabled individuals themselves to the surrounding environment, which often hinders the ability of disabled individuals to interact with others, as well as the importance of supporting the rights of people with disabilities to obtain access to basic services.

The Ministry of Labor is working on large-scale programs and initiatives to advance the participation of people with disabilities in the labor market, and to encourage the inclusion of disabled workers in the workplace through the creation of a disability-friendly environment and supportive platforms.

Dr. Heidi Alaskary, director of Persons with Disabilities Employment Program (Tawafuq) at the Human Resources Development Fund (HRDF), provided a brief overview of the program as well as other HRDF programs that support the employment of people with disabilities, noting that all HRDF programs support people with disabilities without exception. Finally, Khalid Al-Hajri, a professional coach who specializes in dealing with people with disabilities, spoke about essential interpersonal skills and effective ways to communicate with people with disabilities when

announcing job opportunities, the professional ways of dealing with disabled individuals, and the best practices for conducting job interviews with people with disabilities.

Zamil Industrial is a key contributor to the establishment of the Qaderoon Business Disability Network, which was officially launched on March 9, 2014, by the Ministry of Labor in collaboration with a number of private-sector companies. The Business Disability Network aims to motivate employers to include people with disabilities as equal, effective members of the workforce and to provide guidance, advice, and best practices to employers to facilitate the recruitment and retention of employees with disabilities by advocating for favorable government policy for disabled workers and a disability-friendly work environment.



Zamil Industrial Presents Employment Opportunities at Wadaef Job Fair 2015

- As part of the ongoing recruitment effort aimed at increasing the number of Saudis employed by the company, Zamil Industrial participated in the Wadaef Job Fair 2015, organized by the Asharqia Chamber under the patronage of HRH Prince Saud bin Naif bin Abdulaziz, Governor of the Eastern Province, held at the Dhahran International Exhibition Center on October 11-14, 2015.

The annual job fair supports efforts aimed at increasing the Saudization of jobs, highlights the role of the business sector in creating new job opportunities for Saudi citizens, responds to the business needs for Saudi employees, and acts as a liaison between the business sector and providers of employment and training services.

This year's event, which showcased thousands of jobs available at more than 120 participating companies from across the kingdom, presented an important opportunity for job seekers of both genders, especially well-qualified candidates, to meet

with representatives of various national and international companies. Attendees discussed their professional goals and accomplishments while reviewing the available career opportunities and specific features of each position.

The job fair also facilitated the exchange of expertise and best practices in the field of human resource management and employment, and created an awareness of the importance of vocational skills development and proper career planning based on an informed choice of profession and area of specialization that best matches the job seeker's qualifications and abilities.

The event also promoted the concept of the development of a professional culture throughout society.

Zamil Industrial's corporate HR team invited Saudi nationals attending the event to examine the company's profile and currently available employment opportunities. Several human resources professionals were also on hand to conduct interviews and evaluate the CVs of those interested in joining the company.

French Ambassador Visits Zamil Industrial Facilities

- On December 1, 2015, the French ambassador to Saudi Arabia, Mr. Bertrand Besancenot, accompanied by a high-ranking trade and commercial delegation from the Embassy of France in Saudi Arabia, paid a visit to the Zamil Industrial facilities in Dammam First Industrial City.

The visit began with a corporate presentation by the Zamil Steel marketing team, and was followed by a tour of the production lines at the Zamil Steel PEB facilities. Later, the visitors proceeded to the Zamil Air Conditioners factory, where they toured the plants and observed the production lines and manufacturing operations. The delegation also

toured the subassembly line in the women's section of the Zamil Air Conditioners factory, accompanied by engineers who provided a detailed briefing on the plant's operations and state-of-the-art production equipment.

During the visit, the delegates discussed with Zamil Industrial senior executives potential areas

of cooperation and ways to strengthen economic and trade cooperation between the Kingdom of Saudi Arabia and France. The visiting delegation was impressed by the advanced level of operations at the Zamil Industrial manufacturing facilities and the wide variety of products and services provided by the company.





Zamil Industrial Welcomes Visitors from Dar Al Yaum for Press, Printing and Publishing

On Monday, December 14, 2015, Zamil Industrial welcomed an esteemed delegation from Dar Al-Yaum for Press, Printing and Publishing in Dammam, headed by Abdul Wahab Al-Faiz, editor-in-chief of Al Yaum daily newspaper, and including the Saudi writer Najeeb Al-Zamil as well as several officials and department heads of Dar Al Yaum.

The group toured the subassembly line in the women's section of the Zamil Air Conditioners factory and other ladies' sections of the company, where they were provided with a detailed briefing on the operations of Zamil Industrial and respective plants, as well as the state-of-the-art manufacturing equipment in use and the company's wide range of products.

Members of the visiting delegation expressed their strong pride at seeing Saudi women working in national companies and manufacturing facilities across the Kingdom. They also expressed their admiration for the company's efforts to provide private and comfortable spaces for female workers in the workplace.

Later, the visitors proceeded to the Zamil Higher Institute for Industrial Training, accompanied by Abdulla M. Al Zamil, CEO of Zamil Industrial, and Abdul Mohsen Al-Ghamdi, the vice president of Administration and HR at Zamil Industrial and the executive director of the Institute.

Dr. Mohamed Abdulla Sharif, director of the Institute, met with the delegation members and presented them with detailed information on the educational services, facilities and training programs utilized by the Institute. He also accompanied them on tours of the training workshops, laboratories, and other facilities at the Institute and answered their queries about various aspects of

the facility and its offerings. The delegation members were very impressed with the quality standards and diverse range of both the programs and training equipment available at the Institute.

The delegation met with Abdulla Al Zamil, Osama Bunyan, COO of Zamil Industrial, and other company officials during the course of the visit. They expressed their gratitude for this unique opportunity and their appreciation of the excellent efforts by all who took part in the visit. On this occasion, Mr. Al-Faiz took a moment to write a note in the company visitors' register, and Abdulla Al Zamil presented commemorative gifts to the visitors.



Delegation from Saudi Quality Council Visits Zamil Central Air Conditioners

- Zamil Central Air Conditioners welcomed a delegation from the Saudi Quality Council (SQC) on a special visit to the company's factory in Dammam Second Industrial City on December 14, 2015. The visit was planned to help the delegates learn more about Zamil Air Conditioners' experience with the implementation of Kaizen principles of continuous improvement in quality, technology and processes.

The visitors toured the factory's production lines and were impressed by the quality standards and the advanced level of ongoing operations in place at the high-tech manufacturing facilities.

The Zamil Air Conditioners team highlighted the company's experience in implementing Kaizen principles to improve quality and described the specific benefits of Kaizen techniques that have made major contributions to the reinforcement of quality assurance mechanisms.

The visitors observed the company's manufacturing processes in motion and were introduced to the innovative production methods and state-of-the-art machinery utilized at the facility. Members of the visiting delegation expressed their satisfaction with the production and manufacturing facilities, and were fascinated by Zamil Air Conditioners' achievements and dedication to providing air-conditioning products and customized solutions of the highest quality.



At the end of the visit, Abdulaziz Al Mahboob, vice chairman of SQC, thanked the company for the warm reception and well-organized visit, and presented an honorary shield to Zamil Air Conditioners in appreciation and recognition of its continued efforts to update operations and procedures as necessary to achieve excellence in quality.



Saudi-Bahraini Business Council Visits **Zamil Central Air Conditioners** Factory in Dammam

On November 29, 2015, the Saudi Industrial Property Authority (MODON) organized and conducted a special visit for a group of business leaders from the Saudi-Bahraini Business Council to the Zamil Central Air Conditioners factory in Dammam Second Industrial City.

The visit's purpose was to highlight the industrial development in the Kingdom and strengthen the economic cooperation between the two countries as well as to explore and discuss potential investments in a number of sectors in the region, all of which will inevitably increase trade between the two kingdoms.

The delegation participated in an extensive tour of the various production lines of the central air conditioners factory, and was impressed by the advanced level of operations at the high-tech manufacturing facilities.



Zamil Steel Welcomes Visiting Delegation from KFUPM

On November 3, 2015, Zamil Steel PEB welcomed a group of 30 students and two faculty members from the Civil Engineering Department at King Fahd University of Petroleum & Minerals. The field trip provided a unique educational experience for the students as they observed the design and manufacturing processes and met with professionals currently at work in their fields of study.

The visit began with a corporate presentation by Majed Alshubili, Marketing Department, followed by an engineering and technical presentation by Shaji Scaria, Engineering Department. Later, the delegation toured several departments and production



lines at the company facilities, guided by Samer Helles, superintendent of Production Control, Materials Planning, and Shipping. The students observed the company's manufacturing processes and learned more about the innovative production and manufacturing methods and state-of-the-art machinery used at the Zamil Steel factory.

The visitors were extremely impressed with the company's engineering design mechanism and technology and found the exchange of information beneficial to their studies, especially from a practical standpoint.





Zamil Steel Conducts International Sales Conference 2015

- The Zamil Steel PEB GCC annual sales conference was held at the Rotana Hotel (Amwaj) in Bahrain on December 17, 2015. More than 50 sales, marketing and support personnel took part in the all-day event, and the group included executives, managers and representatives from all levels of operations.

The event highlighted the company's growth strategy and the effectiveness of its vision in terms of the success achieved within the highly competitive steel and global construction industries. It focused on Zamil Steel's excellent performance in 2015, presented a review of 39 years of successful achievement and put forth a strategy designed to continue the company's success well into the future.

Attendees enjoyed informative presentations that detailed the excellent performance of the company thus far in 2015, and benefited from engineering and manufacturing updates as well as learning about new developments in sales and marketing. They also reviewed the strategic plans of Zamil Steel Construction Company for the future and participated in a workshop designed to pinpoint sales targets for 2016.



The workshop equipped staff members with a comprehensive review of business opportunities in markets across the region and an analysis of current obstacles and challenges, new market segments, and market competition, with emphasis on the company's specific goals and information on how to achieve them in line with the company's growth strategy and vision for the future.

Those who participated in this year's sales conference appreciated the chance to interact with their counterparts from different business units and gained knowledge that will undoubtedly prove useful to sales professionals in the year ahead. Next year, they'll return to compare notes and review productivity levels and new business generated as part of a continuing process in their pursuit of excellence.



ZAC School Conducts Intensive Technical Training Programs for SEC

- Zamil Air Conditioners (ZAC) School, the company's popular training institute for contractors and client employees, is pleased to report the successful completion of its latest group of courses and workshops.**

ZAC School recently conducted HVAC, firefighting, and safety and security system training courses for a large group of Saudi Electricity Company (SEC) employees from across the Kingdom. SEC employees from several departments, including Generation Projects, Transmission Projects, N.G. Projects, Industrial Security, Facility Management, and the Engineering and Design department, attended the training sessions, which were

held December 5-10, 2015, in Istanbul, Turkey.

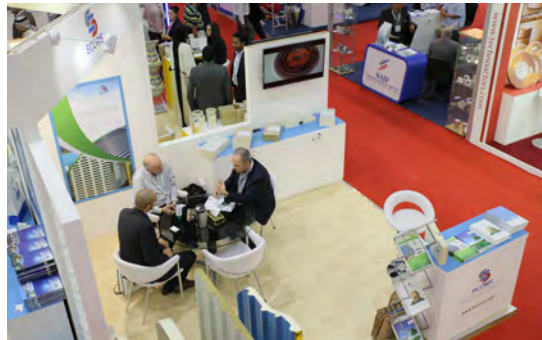
These targeted technical training courses and workshops were provided to enhance the knowledge and effectiveness of engineering professionals at work in the company.

They also provided great benefits to participants, including an introduction to the wide range of Zamil Air Conditioners products and services, updates on new product developments, introduction of new products and services such as ResisTec® anti-corrosion coating and ResisTec® roof coating, ducting factory, direct interaction with decision makers and engineers, discussion of direct marketing, development of close relationships with participants, enhancement of business opportunities, and attainment of



advance information about new bidding, among other benefits.

Feedback from the attendees indicates that ZAC School provides valuable training that builds a more informed and proficient HVAC workforce. The courses enhance the skills and broaden the knowledge base of employees involved in the design, engineering, sales and maintenance aspects of the HVAC industry.



Zamil Industrial Participates in Big 5 Show 2015 in Dubai

As part of their continued branding and networking efforts, Zamil Industrial sector businesses participated in the Big 5 International Building and Construction Show 2015 held in Dubai, United Arab Emirates, on November 23-26, 2015, at the Dubai World Trade Center.

The companies' booths attracted numerous contractors, consultants, and customers from the MENA and GCC regions. The business representatives spent the successful four-day session cultivating new contacts and inquiries as well as strengthening existing relationships with key customers and taking the opportunity to introduce their product portfolios to new and former clients from various commercial, industrial, and other sectors in the region.

The Big 5 show is the global meeting place for the construction industry and the largest gathering of building and construction events in the Middle East, North Africa, and Southeast Asia. This year's event included seminars, professional workshops, and live product demonstrations that offered participants the chance to gain essential knowledge about sustainable building concepts and provided building professionals with the necessary tools for project implementation.





Zamil Industrial Participates in Saudi Build 2015 Exhibition in Riyadh

- Several Zamil Industrial sector businesses and Gulf Insulation Group companies participated in the 27th International Construction Technology and Building Materials Exhibition (Saudi Build 2015), held October 26-29, 2015, at the Riyadh International Convention and Exhibition Center.

The event is the largest business-to-business construction fair in the Kingdom, and provides contractors, real estate developers, and building owners with a full range of building solutions and the opportunity to access the Saudi and regional construction markets under one roof.

Saudi Build 2015 offered a perfect platform to leading regional and international manufacturers, suppliers, and dealers of construction solutions to interact directly with real estate developers, building owners, architects, and contractors, among others, to showcase their range of products and services. Among the displays were the latest in building materials and equipment; architectural finishing products; stone, marble, and granite products; construction tools and technology; engineering services; infrastructure materials; security and safety systems; and more.

On-site representatives of Zamil Industrial businesses reported brisk activity on each day of the event. Current customers came to the exhibition to



check on new developments and renew connections, while many potential clients took the opportunity to become acquainted with Zamil Industrial's total building solutions philosophy and the product offerings of the individual sector businesses. Attendees included contractors, consultants, and construction professionals from Saudi Arabia as well as the entire GCC region.

Saudi Build is the only construction trade show in Saudi Arabia accredited by UFI,

the Global Association of the Exhibition Industry. This year's exhibition was held concurrently with Saudi PMV 2015, the 6th International Exhibition for Construction Equipment, Plant, Machinery & Vehicles, and with Saudi Stone-Tech 2015, the 18th International Trade Exhibition for Stone & Stone Technology.

Zamil Industrial Companies Showcase Their Latest Innovative Products at the ADIPEC 2015 Exhibition

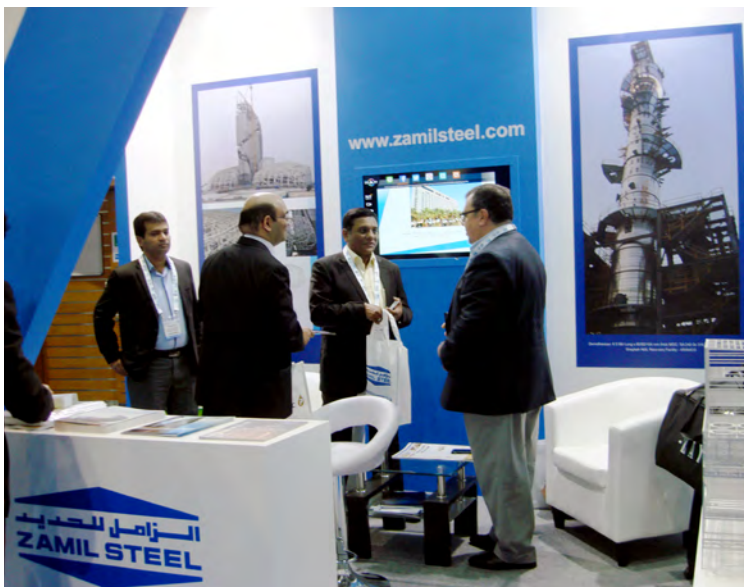
- Zamil Structural Steel Company and Zamil Process Equipment Company showcased their innovative products at the Abu Dhabi International Petroleum Exhibition and Conference (ADIPEC), the largest oil and gas exhibition in the Middle East and the third biggest event of its kind in the world, which was held under the patronage of the President of the United Arab Emirates, H.H. Sheikh Khalifa Bin Zayed Al Nahyan, November 9-12, 2015, at the Abu Dhabi National Exhibition Center (ADNEC).

Focused on the theme "Innovation and Sustainability in a New Energy World," ADIPEC 2015 marked its 18th edition by breaking its previous records with the largest event to date, bringing together 2,050 exhibiting companies (including the world's leading national and international companies), more than 600 speakers, 7,000 delegates, and 85,000 attendees from more than 120 countries.

The ADIPEC 2015 event provided a fruitful opportunity for both

companies to present their capability ranges and proficiency in delivering their products to high-quality standards. Many business representatives, contractors, consultants, and customers from UAE and across the GCC region visited the companies' booth. Zamil Steel representatives spent the successful four-day session developing new contacts, responding to inquiries, and strengthening existing relationships with key customers.

Bringing together global, regional, and local industry leaders and decision makers to reflect on key industry topics, ADIPEC serves as a platform where innovation, best practices, and latest developments are shared from all corners of the globe. ADIPEC has seen continuous growth over the years, in terms of both visitors and global recognition, demonstrating the importance of the event in the energy industry.



Zamil Industrial **Internal Audit Department** Conducts Management Control and Fraud Seminar in Vietnam

- On August 25, 2015, Zamil Steel Vietnam conducted its first training program on Management Control and Fraud, an initiative of the Corporate Internal Audit Department (CIAD) led by CIAD General Auditor Dr. Mohammed Zeidan. The program was attended by key personnel from various departments.



The program aimed to convey the importance of management control and the role of CIAD in the organization. Through this program, CIAD was able to address issues and concerns raised by the attendees regarding the company's existing policies and procedures, and there was a lengthy discussion regarding these matters. The session helped the Zamil Steel Vietnam management team to better understand their business

processes and related controls in order to carry out their functions efficiently and effectively.

Dr. Zeidan emphasized the purpose of internal controls, which is to see that business is conducted with the highest ethical and legal standards and in accordance with management's general and specific directives. However, he added that this is only possible if the company has a sound management system

that helps create an environment supportive of internal controls. He said each individual in the organization has a role in achieving these objectives and must be cognizant of the company's policies and procedures every time they carry out their functions.

The concept of fraud was also highlighted during the program. It was stressed that the Zamil Industrial managers need to be alert to the possibility of fraud in their organizations, since fraud may exist in any organization. It is vitally important that the company's key personnel be aware of signs of fraud, and prepared to take actions to detect and prevent it.

The program was concluded with an open discussion during which questions and issues were addressed and suggestions and comments were taken into consideration. All in all, the program was a success, as it met everyone's expectations and participants were left with a strong understanding of management control and their role in its successful implementation.





Zamil Steel Vietnam Sponsors International Conference

- On October 20, 2015, Zamil Steel Vietnam marked its presence as the main sponsor of an international conference, held by the Vietnamese Ministry of Foreign Affairs, concerning prospects for economic cooperation between Vietnam and countries in the Middle East and Africa.



The conference welcomed the presence of H.E. Vu Van Ninh, deputy prime minister of Vietnam, and several international ambassadors, as well as many high-ranking government officials from the United Nations (UN) and the Vietnamese Ministry of Foreign Affairs.

In recent years, the economic cooperation among Vietnam, Middle East, and African countries has been rapidly growing, thanks to encouragement and support from the Vietnamese government. The investment attraction and labor cooperation programs and policies have opened up many opportunities for Vietnamese companies to invest in the Middle East and Africa and vice versa.

The conference also served as a networking event for company representatives from Vietnam, the Middle East, and Africa to gather under one roof and discuss future business cooperation. Participants could also pose questions to government officials and UN staff.



On this occasion, Kumar Narasimhan, general director of Zamil Steel Vietnam, attended the conference on behalf of Nawaf Al Zamil, vice president of Zamil Steel's Building Products Group. Narasimhan had a private talk with H.E. Vu Hong Nam, deputy foreign minister and chairman of the State Committee on Overseas Vietnamese Affairs (COVA) about the future development of Zamil Steel Vietnam, as the company remains committed to delivering innovative products and solutions that meet the needs of its global customers.



Zamil Steel Vietnam Participates in Davao Trade Expo 2015 in the Philippines

- Zamil Steel Vietnam showcased its products and services at the Davao Trade Expo 2015, which was held September 25-27, 2015, at the SMX Convention Center, Davao City, Philippines.**

The Davao Trade Expo is in its 17th year and is one of the biggest business events in Mindanao. This year's event was hosted by the Davao City Chamber of Commerce and Industry in partnership with several associations of agri-producers in the Philippines, and was geared toward agricultural industry development in Mindanao. This year's event focused on the livestock, poultry, game fowl, and

aquaculture industry using the theme "Building Local Products for the Global Community."

Zamil Steel Vietnam used this opportunity to explore business opportunities, expand its network in Mindanao, and help tap into the growing poultry and livestock industry in the southern part of the Philippines.

Zamil Industrial Loss Prevention Department Lists Achievements for the Third Quarter of 2015

During the third quarter of 2015, the Corporate Loss Prevention Department (CLPD) at Zamil Industrial has been involved in the resolution of a number of safety issues across the company. The department recommended solutions to specific problems and assisted business units in the development and implementation of various workplace safety programs. The most significant issues and achievements during the period are detailed below.

EAP Fire Drills for ZI Joint Venture Factories

The Zamil Industrial Emergency Action Plan (EAP) implementation for the year 2015 was recently completed at factories operated by Zamil Industrial joint venture companies. Both the Concrete and Insulation sectors successfully concluded the second part of their annual fire drills during the third quarter, and the joint venture factories in Riyadh and Al Kharj are now fully prepared to conduct the semiannual exercises.

Highlights from the third quarter EAP fire drills include:

- Ranco Zamil in Riyadh held fire drills at factories 2, 3, and 5 on September 7, 2015. The exercises highlighted significant safety improvements, such as upgraded factory fire alarm systems and the on-site presence of an accredited medical services provider. Ranco Zamil management

strengthened the already solid support for the program with an expression of continued commitment during the post-drill meeting.

- Saudi Rock Wool Factory Co. (SRWF) in Riyadh conducted its second fire drill of the year in the warehouse area on September 9, 2015. Concerns related to the provision of emergency equipment and medical facilities (clinic and ambulance) were stressed during the post-drill meeting. In general, serious participation by all employees and building occupants was achieved and the drill was completed successfully.
- Saudi Pre-Insulated Pipes Industries (SPPI) in Riyadh successfully completed its fire drill practice on September 10, 2015. It presented an opportunity for CLPD to engage in positive dialogue with SPPI management concerning the importance of emergency equipment acquisition and the training of selected EAP key personnel and SPPI security.
- SRWF in Al Kharj conducted its first-ever EAP fire drill on September 14, 2015. SRWF factory management and employees cooperated to make this initial exercise a success, signifying a positive acceptance to the EAP program and the long-range goals and benefits it provides.





Zamil Industrial CLPD team members have reported noteworthy developments during the implementation of the program. Employees have developed a keener sense of their responsibilities during evacuation, and gradual progress has been observed with respect to the installation or acquisition of the emergency equipment required by the EAP program.

Occupational Safety and Health Training for Safety Officers

Skills development enhances the capabilities of employees to work smarter and take part in career advancement opportunities while increasing career

satisfaction, creativity, and overall performance. The CLPD Training and Awareness Section works in conjunction with this philosophy by continuously providing safety education and skills training to CLPD staff.

In keeping with this effort, assigned safety officers at SRWF and SPPI received training from CLPD loss prevention engineers on various health, safety, and environmental issues and activities from August 17 through September 17, 2015. The month-long training period included comprehensive information about safety standards, programs, and activities.

Furthermore, this safety education session was designed to keep safety officers competitive in the dynamic field of occupational health and safety. A blended learning approach, including both classroom education and practical applications in field operations, was utilized. The training session represents the strategy that the company intends to implement and sustain to ensure the balanced and efficient professional growth of all CLPD staff and personnel.



Environmental Protection

Zamil Industrial is always vigilant about searching for ways to reduce the environmental impact of our manufacturing plants, shipping methods, and production processes. There are many things that we can do individually to minimize use and eliminate waste both at work and at home, particularly in terms of water and electricity. When each of us does our part to conserve resources, we contribute to the preservation of the environment for use by future generations.



Conserve Water

- Turn off the tap while you brush your teeth, shave, lather your hair, and scrub the dishes.
- Locate and repair existing leaks, which can save water and money.
- Use household machines efficiently. Wash only full loads in your washing machine and dishwasher, use the shortest cycle your dishwasher allows, and select the appropriate water level or load size on your washing machine.
- Install a low-flow showerhead and cut the amount of water you use in half.
- Keep a container of drinking water in the refrigerator rather than running the tap for cold water.
- Water your grass – not your driveway, sidewalk, or street.
- Replace your toilet with a low-flow version or place plastic containers filled with water in your toilet tanks. (Keep the containers away from the flush mechanism.)
- Monitor your water bill for unusually high use. Use your bill

and water meter as tools that can help you discover leaks.

- Avoid recreational water toys that require a constant flow of water.

Conserve Energy

- Avoid leaving lights on in empty rooms. Turn on your desktop lamp instead of higher-energy overhead lights when practicable.
- Weather-strip leaky doors and windows during winter months.
- Set your water heater between “low” and “medium” – each 10-degree reduction saves 35% on water heating bills.
- Turn off your home computer when it is not in use for long periods.
- Purchase energy-efficient appliances to replace old appliances. Plan an energy efficiency strategy for your home.
- Conserve energy at home to reduce energy needs from power plants.
- Switch to compact fluorescent lamps to save energy and reduce pollution.

- Find out the level of greenhouse gases your household emits and reduce them.

Reduce Your Carbon Footprint

- Keep your car tuned up and in good working condition.
- Make sure your tires are inflated to the proper pressure. Under- or overinflated tires can be dangerous and make your engine work harder.
- Join a car pool, take the bus, ride your bike, or walk whenever you can.
- Purchase and use the most fuel-efficient vehicle available that meets your needs.
- Take your used motor oil to a service station that participates in a motor oil recycling program. Dumping or spilling used motor oil on the ground, down storm drains, or in the garbage contaminates ground or surface waters and soil.
- Take used car batteries to a retailer for recycling. Also, find out which service stations in your community accept used antifreeze. It can be recycled.