

# impact



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## Dear Colleagues,

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

Here at Zamil Industrial, we take our responsibility as a global company seriously. This includes continuous efforts to stay current with rapidly changing conditions in our region and in all the locations and sectors in which our businesses operate. Only then can we consult the principles of our mission, vision and core values for guidance as we continue to seek appropriate expansion opportunities and plan to meet the new technological, social and economic challenges that appear in our ever-changing world.

Over the years, we have come to rely on employee training and education to prepare our workforce to effectively meet the needs of our customers. As a result, Zamil Industrial employees enjoy safer and healthier workplaces and communities where we operate have reaped the benefits of the environmentally-friendly practices that we have implemented. With education comes expansion, and we look forward to additional growth based on the development of new products and concept groups such as our Total Building Solutions line, as well as targeted ventures into emerging markets.

We continue to take advantage of the forums provided by regional and international trade shows to seek out new markets and customers, display our innovative products and customized solutions and to expand and solidify our position as a leader in the global marketplace.

As you review this newsletter, you'll learn more about our company and the individuals who personify our dedication to providing the finest quality in products and services to all our customers. You'll also read about the innovative and award-winning industry and community partnerships that have become an essential part of our operations and will continue to expand in the years ahead.

I hope you enjoy this issue of Impact, and will take note of your comments and suggestions for future editions.

Kind regards,

**Abdulla M. Al Zamil**  
Chief Executive Officer



# Zamil Industrial Posts SAR 21.9 Million Net Profits in Third Quarter 2017

Zamil Industrial Investment Company (Zamil Industrial) has announced its consolidated interim financial results for the period ending 30 September 2017.

Revenues for the third quarter of 2017 amounted to SAR 1,022.9 million (USD 272.8 million), compared with SAR 1,099.2 million (USD 293.1 million) for the same period in 2016, a decrease of 6.9 percent.

Gross profits for the third quarter were SAR 200.1 million (USD 53.4 million), compared with gross profits of SAR 241.8 million (USD 64.5 million) for the same period in 2016, a decrease of 17.2 percent.

Operating profits during the third quarter were SAR 41.1 million (USD 11 million), compared with SAR 73.9 million (USD 19.7 million) for

the same period in 2016, a decrease of 44.4 percent.

Net profits for the third quarter of 2017, after deduction of Zakat and tax, were SAR 21.9 million (USD 5.8 million), compared with SAR 41.1 million (USD 11 million) during the same period in 2016, a decrease of 46.7 percent, and compared with SAR 36.4 million (USD 9.7 million) posted in the previous quarter (Q2 2017), a drop of 39.8 percent.

Total comprehensive income for the third quarter of 2017 amounted to SAR 21.5 million (USD 5.7 million), compared with SAR 41.7 million (USD 11.1 million) in the corresponding quarter of last year, a decrease of 48.3 percent, and compared with SAR 37.2 million (USD 9.9 million) posted in the previous quarter, a drop of 42.1 percent.

Revenues for the nine-month period ended 30 September 2017 amounted to SAR 3,146.4 million (USD 839 million), compared with SAR 3,730.7 million (USD 994.8 million) for the same period in 2016, a decrease of 15.6 percent.

Gross profits for the nine months were SAR 648.9 million (USD 173 million), compared with gross profits of SAR 771.2 million (USD 205.6 million) for the same period in 2016, a decrease of 15.9 percent.

Operating profits for the nine months were SAR 170.5 million (USD 45.5 million), compared with SAR 252.1 million (USD 67.2 million) for the same period in 2016, a decrease of 32.3 percent.

Net profits for the nine-month period ended 30 September 2017, after deduction of Zakat and tax, were SAR 100.2 million (USD 26.7 million), compared

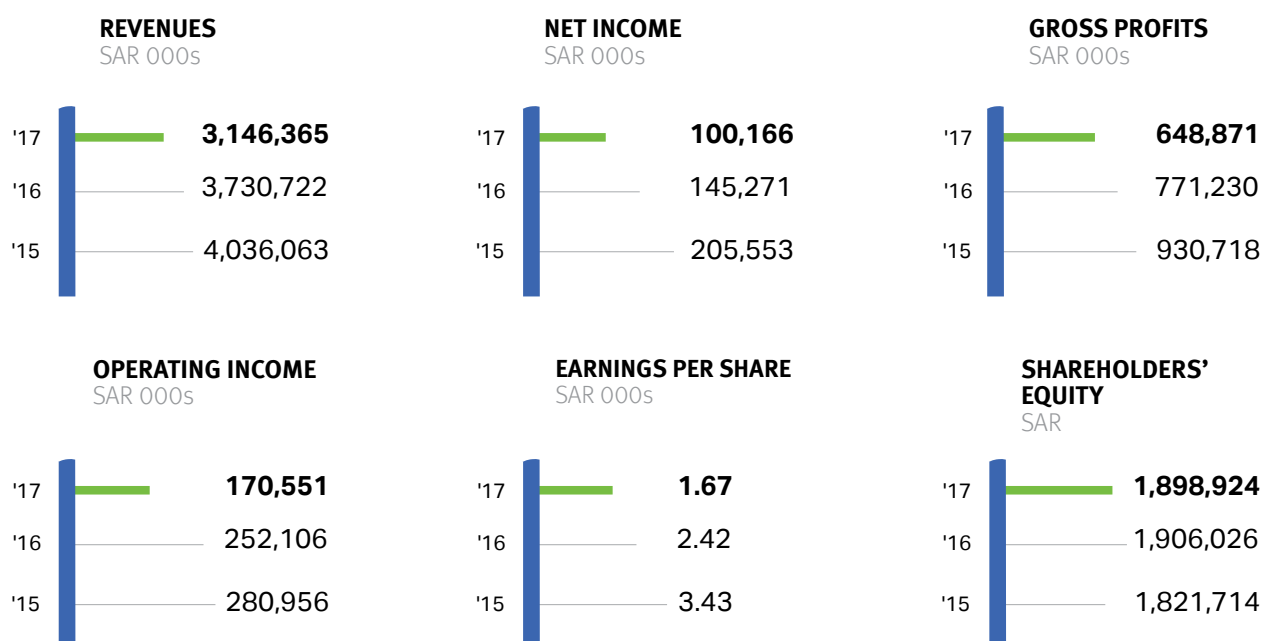
with SAR 145.3 million (USD 38.7 million), a decrease of 31.1 percent over the same period in 2016.

Total comprehensive income for the nine months amounted to SAR 105.8 million (USD 28.2 million), compared with SAR 139.4 million (USD 37.2 million) in the corresponding period of last year, a decrease of 24.1 percent.

Earnings per share for the nine-month period ended 30 September 2017 were SAR 1.67, compared with SAR 2.42 during the same period in 2016.

Equity attributable to shareholders (after the elimination of Minority Interest) as of 30 September 2017 amounted to SAR 1,666.4 million (USD 444.4 million), compared with SAR 1,696.7 million (USD 452.4) as of 30 September 2016, a decrease of 1.8 percent.

## Comparison Charts of Q3 2015 – 2017 Financials (Nine months)



# Zamil Projects Awarded SAR 65 Million Contract for SWCC Power Plant Phase-III Project in Yanbu

Zamil Projects, a business unit of Zamil Air Conditioning and Refrigeration Services Company, has been awarded a new contract worth SAR 65 million (USD 17.3 million) from China's Electric Power Construction Corporation (SEPCO III) to supply and install various HVAC systems and equipment at the Saline Water Conversion Corporation (SWCC) Power Plant Phase-III project in the western region of Saudi Arabia.



Under the contract with SEPCO III, Zamil Projects will supply more than 1,600 of HVAC systems and equipment, including centrifugal chillers, chilled water systems, central split units, and Building Management Systems (BMS) control systems. Zamil Projects also will perform all essential HVAC system engineering, supply, installation, testing, and commissioning services for various buildings at the power plant project in Yanbu.

The power plant, currently under construction on the Red Sea coast, will cost SAR 5.16 billion (USD 1.37 billion) and have a power generation capacity of 2,500 MW, in addition to producing 550,000 cubic meters of desalinated water a day to supply the holy city of Medina.

Competition for this contract was extremely tight, and only companies that previously demonstrated capability and commitment to handle the scope of work and stringent quality guidelines and time limits were considered for the project. Zamil Projects is proud to emerge as the leader and is dedicated to the timely completion of this project and to exceeding the expectations of the client.

In the past, Zamil Projects and SEPCO cooperated on the 3,000-MW Ras Al Khair power plant project, an undertaking that challenged the company to provide specialized, top-quality products and services on a stringent timetable. Zamil Projects rose to the challenge, validating the trust of our clients and leading to our participation in this prestigious project.

**Zamil**  
**CoolCare**

Zamil Air Conditioning and Refrigeration Services is a key product and service provider in Saudi Arabia's industrial expansion. Since the company specializes in creating customized solutions for all types of complex operations, it is uniquely positioned to meet the needs of clients in a timely and cost-effective manner.

# Zamil Steel Pre-Engineered Buildings Company Wins SAR 25 Million Contract for Agility Kuwait



Zamil Steel Pre-Engineered Buildings Company was recently awarded a contract valued at SAR 25 million (USD 6.7 million) by the Kuwait Company for Process Plant Construction and Contracting K.S.C. for Agility – Kuwait’s four air-conditioned warehouses project.

The scope of the contract includes the supply of more than 4,600 metric tons of pre-engineered steel buildings and more than 100,000 square meters of sandwich panels, which will be used to construct the four air-conditioned warehouses in Mina Abdullah, Kuwait.

This challenging project includes 74 meter-wide buildings requiring specific features such as jack beams, dock levelers, mezzanines and 4.3 meter cantilevered platforms.

The project’s several component parts must be completed within a very tight timeframe and demand



an exceptional degree of attention to detail and coordination with selected sub-contractors for civil and electro-mechanical works.

“At Zamil Pre-Engineered Buildings Co., we will depend upon the vast production capacity of our plant and the unmatched caliber of our engineering team to deliver this project as per end user/ customer expectations in terms of both quality and time,” said Mohammed Al Sahib, GM of Zamil Steel Building Products Group GCC.



# Zamil Steel Construction Company Wins SAR 16.8 Million Contract for the Nalco Champion Consolidation Project in Dammam



## NALCO Champion

An Ecolab Company

Zamil Steel Construction Company (ZSCC) was recently awarded a contract by Nalco Champion, valued at SAR 16.8 million (USD 4.5 million), for the Nalco Champion Consolidation Project in the eastern region of Saudi Arabia.

According to the contract, ZSCC will design, supply and erect a secondary supporting structure, composed of pre-engineered steel structural elements, as part of the upgrade of Nalco's existing manufacturing facility in Dammam Second Industrial City. In addition, ZSCC will carry out demolition, relocation and installation works, including process piping, blender tanks, bulk storage tanks, process skids and related electrical and instrumentation adjustments. The company will also provide the engineering, procurement and construction services needed to complete civil works, external developments, and mechanical, electrical, and plumbing (MEP) works at the project site.

The Nalco Champion expansion project is a fast-track, multicomponent undertaking with complex safety and security requirements and a

challenging timeframe that will require an extraordinary level of attention to detail. Care must also be taken to exert zero impact on regular plant production during the facilities upgrade project. The new expansion will increase the existing footprint of the Nalco Champion plant to 19,000 square meters.

"Our company was chosen for this project for two important reasons: our capacity to furnish materials that meet the stringent quality standards of Nalco Champion and our ability to manage the project and consolidation in a timely fashion, with minimal disturbance to

active business operations," said Mohammed Al Sahib, Director of ZSCC. "We aim to customize our approach and deliver an upgrade consistent with each of the needs expressed by the client, demonstrating our unique offerings and abilities as applied to this type of undertaking."

This project enables ZSCC to venture into the process industry and accomplish the company's objective of expanding its presence in the sector. ZSCC is privileged to work with Nalco Champion, which is part of the Ecolab Company, a Fortune 500 company.



# Zamil Steel Construction Company Awarded SPIMACO Contract for Headquarters and Warehouse in Eastern Province

Zamil Steel Construction Co. (ZSCC) has been awarded a full turnkey contract by Saudi Pharmaceutical Industries and Medical Appliances Corporation (SPIMACO) for the construction of SPIMACO's headquarters and warehouse in Al-Fawazia Industrial Area, Al-Khobar in the Eastern Province of Saudi Arabia.

SPIMACO is a leader in the Saudi market for the development, manufacturing and sales of pharmaceutical products and medical appliances. Construction of this critical facility allows ZSCC to enter the Kingdom's growing pharmaceutical sector.

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, structural, architectural, electrical, external and finishing works for the SPIMACO headquarters and warehouse complex. ZSCC will also perform the HVAC, firefighting systems, low current and communication systems, secondary infrastructure landscaping and hardscaping, and design verification and validation works at the project site.

Since the project is located near the sea, the high water table at the site increases its complexity of scope by requiring adequate dewatering and shoring on all sides. The main structure of the warehouse is a steel building that has been designed and fabricated and will be delivered by Zamil Steel, the subsidiary

of Zamil Industrial engaged in pre-engineered steel design and fabrication.

The SPIMACO headquarters and warehouse construction project is a fast-track, multicomponent undertaking that requires a specific lead time for fitting and synchronization, in addition to the completion of other complex safety and security requirements within a challenging timeframe.

"ZSCC's reputation for turnkey project excellence in contracting services, product quality and prompt completion is on the rise throughout the region," said Mohammed Al Sahib, director of ZSCC. "The SPIMACO headquarters and warehouse project provides us with yet another excellent opportunity for partnership in the growth of diverse businesses as we meet their needs for specialized, ready to use facilities on time, within budget and to their complete satisfaction."



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







## Zamil Process Equipment Co. Reaches Milestone in Nuclear Components Fabrication

Zamil Process Equipment Co. recently achieved a milestone in nuclear components manufacturing with the completion of a Reactor Pool Tank, which will serve as an outer enclosure for the first nuclear research reactor in the Kingdom, to be installed at the King Abdulaziz City for Science and Technology (KACST) in Riyadh, Saudi Arabia.

This unprecedented achievement marks the first time a large national company has manufactured a nuclear component that meets the category of nuclear safety according to international standards, proving Zamil Steel's ability to meet the requirements of nuclear power production projects in keeping with the Kingdom's plans for future development.

Designed and manufactured per ASME Section III, Div. 1, Subsection ND, Class 3 Components requirements according to a basic design carried out by Investigacion Aplicada (INVAP) from Argentina, the tank was manufactured in strict compliance with nuclear equipment manufacturing standards throughout all phases, from materials procurement to shipment. The vessel was built inside a dust-free enclosure in order to meet the stringent guidelines for nuclear components fabrication.

Each activity was monitored and tracked by detailed shop travelers using a sequence of fabrication steps at the monitoring, inspection and testing stages. All inspections,

nondestructive examinations and hydrostatic tests were witnessed by representatives from both INVAP and KACST.

The successful fabrication of the reactor pool tank provided a valuable experience that has enhanced the company's existing capabilities, preparing it to undertake more extensive manufacturing of a range of critical components that will be needed for the upcoming implementation of nuclear energy programs in Saudi Arabia.



## Strategic Partnership between **Zamil Higher Institute** for Industrial Training and TPC Training Systems

Zamil Higher Institute for Industrial Training (ZHIT) has recently signed a partnership agreement with TPC Training Systems, a leading American training systems and services company headquartered near Chicago, Illinois.

The new partnership will place the institute in a leading position compared with other training companies and institutions by providing more technical and vocational training services in various fields of technology. With the comprehensive training solutions and technologies that TPC Training Systems provides, the partnership will enhance the institute's

existing locally and internationally accredited training curriculums and facilities.

Dr. Mohamed Abdulla Sharif, director of the institute, stated that TPC's innovative and comprehensive solutions address the constant challenges and requirements of maintenance and operation technicians across different manufacturing and service industries.

An exhibition was held at the institute in Dammam on December 5-6, 2017, featured the expanded total training solutions available

**الزامل للتدريب**  
**Zamil Training**



through the combination of training curriculums and facilities at both ZHIT and TPC Training Systems. The exhibition also featured a virtual reality simulation crane and rigging operator training modules, as well as blended learning solutions to support all aspects of the technician training cycle.



## Zamil Industrial Awarded “Mowaamah Certification” for Implementation of Best Practices to Support Workers with Disabilities

Zamil Industrial Investment Company (Zamil Industrial) was awarded the Bronze category of “Mowaamah Certification” for the year 2018, in recognition of its efforts to provide a supportive and motivational work environment for people with disabilities.

The “Mowaamah Certification”, launched by the Ministry of Labor and Social Development in Saudi Arabia, adopts best practices and standards while creating a work environment that comprehensively supports the special needs of workers with disabilities.

The system, which is part of the “Tawafuq” program to facilitate the employment of

people with disabilities, aims to support and empower these individuals as effective members of the workforce in the private sector. The program increases employers and companies’ awareness of the benefits of hiring the disabled and supports them in implementing industry best practices to adapt work environments with appropriate modifications for people with disabilities, while increasing their employment opportunities.

To obtain the “Mowaamah Certification”, organizations must undergo a comprehensive review and audit of their work environment by a ministry-approved firm. The audit process determines the

compatibility of the specific job and its functions with the type and degree of employee disability, and details the requirements of the work environment and the facilitative services needed to meet the guidelines of the executive regulations of the Saudi Labor and Workmen Law.

Zamil Industrial continually seeks to adopt and implement best practices and national and international standards, while developing a work environment that is more inclusive and supportive of people with disabilities, which in turn leads to their increased participation in the labor market.

# Zamil Industrial Wins 2017 Best Use of K2 SmartForms Award

Zamil Industrial has received the "Best Use of K2 SmartForms Award" in the recent K2 Business Process Automation Awards. This honor recognizes outstanding customer achievements across all the Middle East.

K2 SmartForms provides customers a faster, easier way to create forms for business applications. Reusable components can be dragged and dropped into place, and then the form can be tied to workflow.

The K2 team was impressed with Zamil Industrial's remarkably high level of utilization of K2 SmartForms through the company's



productivity and formed a solid foundation to support future growth.

The award honors Zamil Industrial efforts to guide the implementation of process automation throughout the company, to the benefit of its business, its employees and its valued customers. The company will continue its dedication to making the most of the latest technological solutions.

replacement of a legacy workflow system. The effective use and early adoption of K2 SmartForms has enabled it to become a core product in increasing employee





# ZCA Research and Development Center Is Approved to Conduct AHRI Product Certification Tests



The Research and Development Center at Zamil Central Air Conditioners Company (ZCA) was recently evaluated and approved by the Air-Conditioning, Heating, and Refrigeration Institute (AHRI) for product certification testing at its 50 and 600 TR testing facilities.



The laboratories were approved to test Water Chilling Packages using the vapor compression cycle (air-cooled) in accordance with current AHRI Standards 550/590 and 551/591 and the Certification Operations Manual.

The tests were conducted at the Dammam Second Industrial Plant facility under the supervision of Justin Prosser of AHRI USA, accompanied by third-party inspectors from CETIAT France. Meetings, testing and results evaluation took place within the period July 18 – 27, 2017. The laboratories are accessible to engineers and integral to product development and the creation of customized solutions for a broad range of clients.

Mohammed Khawaldeh, director of Unitary and Applied Product units at Zamil, commented, "We are excited to announce yet another milestone for the newly built research and development center. The company views this approval as another step toward positioning Zamil Central Air Conditioners as an undisputed market leader that not only supplies high-quality products but also offers clients access to its internationally certified testing facilities."

In addition, the laboratories at the new ZCA Research and Development Center are equipped to perform a wide range of tests under many recognized national and international standards, including AHRI 210/240, AHRI 410, AHRI 310/380, AHRI 430, AHRI 440, AHRI 340/360, ASHRAE 116, ASHRAE 37, ASHRAE 41.1, AHRI 365, ISO 5151, SASO 385, SASO 2682, UL 1995, and others.

"This achievement would not be possible without the combined efforts of ZCA Chiller Team and Lab Team who worked tirelessly day and night leading to the successful audit. The company looks forward to the next successful series of testing accreditations, positive proof of Zamil's unrivaled technical competence as an industry leader and complete building solutions provider in Saudi Arabia and the MENA region," Khawaldeh added.

# Zamil Industrial CLPD Successfully Passes IMS (ISO 9001, ISO 14001 & OHSAS 18001) Certification Audit



Zamil Industrial Corporate Loss Prevention Department (CLPD) successfully passed the external certification audit for Integrated Management System, unifying the three standards into one coherent system - ISO 9001:2015; ISO 14001:2015; OHSAS 18001:2007. The third-party auditor from ABS performed the four-day rigorous assessment and evaluation of CLPD's management system.

The scope of the audit involved the management of health, safety, environment, and loss prevention services to Zamil Industrial subsidiaries. No non-conformances were identified during the audit, thus affirming the compliance to the requirements of the standards, and acknowledging the

effectiveness of the existing management system of CLPD.

This achievement is another attestation to CLPD's genuine commitment to deliver its objectives, sustain development initiatives, and operate within the core values of Zamil Industrial.

# Certified **Occupational Safety Specialist** Second Batch Training



In line with the goals and objectives of Zamil Industrial Corporate Loss Prevention Department (CLPD) management to maintain competitiveness at par with the world's heavyweights in occupational safety and health arena, selected staff of CLPD took part in the 5-day course, Certified Occupational Safety Specialist (COSS), held on September 25 to October 01, 2017 at the CLPD office in Dammam.

The training was conducted by an authorized OSHA trainer from the United Safety Council (USC). The USC is an independent, non-profit, non-governmental, safety training

and educational organization based in Orlando, Florida, USA.

During the training, participants' competencies were evaluated through reading assignments, daily quizzes, a final written examination, a five-minute safety presentation, and compliance moment. The heart of the COSS program is the solid foundation built on learning to read and apply the OSHA safety and training requirements in 29 CFR 1910 (General Industry Standards) and 1926 (Construction Industry Standards).

The COSS program is designed for those in the

safety and health field that coordinate the successful implementation of corporate safety and health plans; coordinate and possibly conduct safety and health training; and/or provide support to safety and training managers.

Initially introduced at Saudi Aramco, Zamil Industrial is the first private company to acquire the COSS program in the Kingdom of Saudi Arabia.



## Zamil Industrial ODT Conducts “Basic Supervisory Skills” Training Course

The Organizational Development and Transformation Department (ODT) at Zamil Industrial successfully conducted “Basic Supervisory Skills Training” for a group of Zamil Industrial employees. The training sessions were held July 11 through 13, 2017, at the Carlton Al Moaibed

Hotel. The workshops were facilitated by Mr. Nassif Kazan, VP for Learning and Development, Ideas Group.

The training workshop was designed to provide participants with the opportunity to discover and apply proven techniques and methods that will allow

them to facilitate employee career development through guiding and coaching. In addition, the workshop offers an in-depth perspective on must-have planning tools that will increase their supervisory skills and prepare employees for success.



# Zamil Industrial Blood Donation Campaign 2017

As a part of the "Sharik" (Employee Engagement) initiative called "Rad Al Jameel" (رد الجميل), Zamil Industrial, in cooperation with the Saudi Diabetes and Endocrine Association, the King Fahad University Hospital, the National Guard Hospital, and the Saudi Blood Bank, organized and conducted its annual blood donation campaign on October 15-22, 2017.

The event took place in both First and Second Industrial Cities in Dammam, and was attended by participants from across the company.





## Zamil Industrial Participates in 2017 iktva SMEs Forum and Exhibition in Dhahran

Zamil Industrial and Zamil Group participated in the 2017 iktva SMEs Forum and Exhibition, which was organized by Saudi Aramco under the patronage of HRH Prince Saud Bin Nayef Al Saud, Governor of the Eastern Province, on December 12 and 13, 2017, at the Dhahran International Exhibition Center.

The forum included many panel discussions, presentations, high-level seminars and workshops by Saudi and international business leaders addressing the Kingdom's future economic growth aspirations as stated in Vision 2030.

During the event, Zamil Process Equipment Co., a subsidiary of Zamil Industrial, signed an agreement with Saudi Aramco to manufacture and supply many Modular Skids of various sizes and types for use in Saudi Aramco's oil and gas fields expansion projects across the Kingdom of Saudi Arabia.

"iktva" is considered the main forum for Saudi Aramco to meet with



manufacturers and service providers associated with the energy sector. It aims to boost the national economy, support the localization of industries and the workforce, and enhance value-added industries, in line with the Kingdom's Vision 2030 and the National

Transformation Program 2020. This year's forum highlighted national and global small and medium enterprises and their role in economic diversification, as well as the national efforts to support and develop enterprises.

# Zamil Industrial Participates in The Big 5 Show 2017 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 2017 held in Dubai, United Arab Emirates, on November 26-29, 2017, at the Dubai World Trade Center.



## Zamil Industrial Participates in Saudi Build 2017 in Riyadh

Zamil Industrial participated in the 29th International Trade Exhibition for Construction Materials, Building and Environmental Technology (Saudi Build 2017), the largest business to business construction fair

in the Kingdom. The exhibition was held from 23 to 26 October 2017, at the Riyadh International Convention and Exhibition Center.





## Zamil Industrial Participates in Baghdad International Fair 2017

Zamil Industrial participated, within the Saudi Pavilion, in the 44th session of the Baghdad International Fair, held on October 21-30, 2017 in Baghdad, Iraq.

The fair, which was conducted under the title "We liberated

our land and with your cooperation we will build it," was launched by Iraqi Trade Minister, Salman Al-Jumaili, with Saudi Minister of Energy, Industry and Mineral Resources, Khalid Al-Falih, in attendance. The opening ceremony was also

attended by the governor of Baghdad, Hashem Mohammed Hatem, and the Saudi Exports Development Authority (SEDA) Secretary-General Saleh Al-Salami, with the participation of 18 countries and 400 local and international companies.



# Zamil Industrial Participates in Saudi-Russian Business Investment Forum



Zamil Industrial and Zamil Group represented the Saudi construction sector at the Saudi-Russian Business Investment Forum, which coincided with the visit of King Salman to Russia, and was conducted under the slogan "Investing towards building a strong partnership". The forum was organized by the Saudi Arabian General Authority, in cooperation with the Council of Saudi Chambers and the Saudi-Russian Joint Council.





## Zamil Steel Participates in KOGS 2017 in Kuwait

Zamil Steel successfully participated in the 3rd Kuwait Oil & Gas Show and Conference (KOGS 2017), which was held under the patronage of Sheikh Jaber Al-Mubarak Al-Hamad Al-Sabah, Prime Minister of the State of Kuwait, on October 15-18, 2017.

KOGS 2017, organized by the Society of Petroleum Engineers and included more than 200 international and national companies from many countries, was a comprehensive exhibition of oil and gas products, services, hardware and technology serving all areas of the

industry, including petroleum geosciences, exploration and production, in addition to refining and petrochemical products and services.

## ... and Showcases Its Latest Innovative Products at the ADIPEC 2017 Exhibition

Zamil Steel showcased its innovative products at the Abu Dhabi International Petroleum Exhibition and Conference (ADIPEC 2017), the largest oil and gas exhibition in the Middle East and the third biggest event of its kind in the world, which was held from 13-16 November 2017 under the patronage of the President of the United Arab Emirates, H.H. Sheikh Khalifa Bin Zayed Al Nahyan, at the Abu Dhabi National Exhibition Centre (ADNEC).





## Zamil Steel Engineering India Relocates to Newer, Larger Offices in Chennai



Zamil Steel's Chennai Engineering office has relocated to its newer, larger offices in Ambattur Industrial Estate, situated 14 km from central Chennai and 21 km from the Chennai International Airport.

The new office space was inaugurated by Nawaf Al Zamil, vice president of Zamil Steel, on October 25, 2017. The layout was designed to accommodate up to 300 staff members, including engineers and

other professionals. The design concept successfully conveys a sense of uniformity while providing an open work atmosphere that encourages efficiency.

The office is fully equipped to provide engineering services to other Zamil Steel business establishments at locations around the globe. It offers Zamil Steel professionals a workspace designed for ultimate connectivity in which the unit can operate most efficiently and economically.



# Zamil Steel Buildings Vietnam Participates in the Second Philippines Airport Modernization and Expansion Summit

Zamil Steel Buildings Vietnam successfully participated in the Second Philippines Airport Modernization & Expansion Summit 2017, held May 24 and 25, 2017, in Manila, Philippines.

The Second Philippines Airport Modernization & Expansion Summit aimed to elaborate on these opportunities and challenges by offering solutions for investment strategies, operational efficiency, and technologies improvement. The event drew more than 200 airport authorities, government officials, architects, construction contractors, leading technology solution providers, investors and many other concerned professionals for the two-day, focused program.

Zamil Steel Buildings Vietnam sent delegates from its Philippines Sales Offices to



attend the panel discussion and conference with other industry experts. The company also presented a booth at the event.

Due to advanced engineering and manufacturing capabilities, the company is able to present itself as "the ideal choice for airport projects". The Zamil

Steel Buildings Vietnam scope of work comprises: designing and detailing; fabricating steel buildings and steel structures; quality control; construction and site supervision; and maintenance.

The company has consistently demonstrated expertise in airport construction over the

last 20 years by successfully completing 18 aviation projects throughout the Asia-Pacific region.

## ... and Joins Architect '17 Exhibition

Zamil Steel Buildings Vietnam Co. participated in the 31st ASEAN's Building Technology Exposition 2017 (Architect '17), which took place May 2-7, 2017, at the IMPACT Exhibition Center, Bangkok, Thailand.

Architect '17 was held by the Association of Siamese Architects under the support of Thailand's Royal Patronage. The event, which lasted for five days, attracted a large number of visitors including engineers, architects,

consultants, contractors, and construction materials manufacturers from all over the world as they gathered for product showcasing and technology exchanges.

With the aim of introducing Zamil Steel's products and services, together with our international quality and safety standards, Zamil Steel Buildings Vietnam took part in the exhibition with the presentation of a professionally decorated display booth. The Bangkok

sales team took this opportunity to introduce the advantages of the pre-engineered steel building system and its various applications to the visitors. Another product range, structural steel, was also introduced, while highlighting Zamil Steel's expertise and strength in handling complex structural steel projects. Using an array of professional visual supports such as corporate videos, brochures and project photos, the sales team successfully attracted

the attention of numerous potential clients.

The event represented the success of our achievements and continued efforts to increase awareness of the Zamil brand in Thailand and the ASEAN construction markets.