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Zamilindustrial

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For further information please contact Corporate Communications Department



Dear Colleagues,

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

The first half of 2018 has been busy for all Zamil Industrial sector businesses. The articles in this issue illustrate the many outstanding accomplishments that have been recognized by and acknowledged at the highest levels of industry and government.

Our leadership position implies certain responsibilities toward our customers. They will continue to expect cost-effective quality products from us that deliver practical solutions. In addition, we will continue to work with our government and industry partners to address current and future challenges.

As we continue to execute a strategy of flexibility and commitment to serving our customers more efficiently, Zamil Industrial business units remain focused on expanding the scope and reach of our company by participating in locally and internationally recognized events introducing our products, people, and industrial expertise to a worldwide audience.

I hope you enjoy reading about the latest activities and events detailed in this issue. Please feel free to share your views, suggestions, or new stories for subsequent editions.

Kind regards,

Abdulla M. Al Zamil Chief Executive Officer

Zamil Industrial Posts SAR 15.6 Million Net Profits in First Quarter 2018

Zamil Industrial Investment Company (Zamil Industrial) has announced its consolidated interim financial results for the period ending 31 March 2018.

Revenues for the first quarter of 2018 amounted to SAR 969.9 million (USD 258.6 million), compared with SAR 997.9 million (USD 266.1 million) for the same period in 2017, a decrease of 2.8 percent.

Gross profits for the first quarter were SAR 193.6 million (USD 51.6 million), compared with gross profits of SAR 209.6 million (USD 55.9 million) for the same period in 2017, a decrease of 7.6 percent. Operating profits during the first quarter were SAR 43.3 million (USD 11.5 million), compared with SAR 64.3 million (USD 17.1 million) for the same period in 2017, a decrease of 32.6 percent.

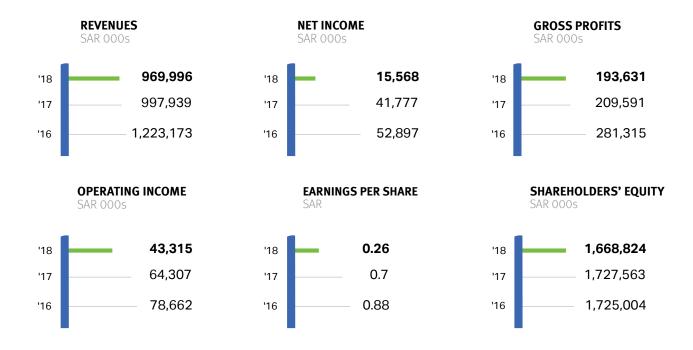
Net profits for the first quarter of 2018, after deduction of Zakat and tax, were SAR 15.6 million (USD 4.2 million), compared with SAR 41.8 million (USD 11.1 million) during the same period in 2017, a decrease of 62.6 percent, and compared with SAR 4.8 million (USD 1.3 million) posted in the previous quarter (Q4 2017), an increase of 220.9 percent.

Total comprehensive income for the first quarter of 2018 amounted to SAR 12.5 million (USD 3.3 million), compared with SAR 47 million (USD 12.5 million) in the corresponding quarter of last year, a decrease of 73.4 percent, and compared with SAR 0.71 million (USD 0.19) posted in the previous quarter, an increase of 1664 percent.

Earnings per share for the three-month period ended 31 March 2018 were SAR 0.26, compared with SAR 0.70 during the same period in 2017.

Equity attributable to shareholders (after elimination of non-controlling interest) as of 31 March 2018 amounted to SAR 1,668.8 million (USD 445 million), compared with SAR 1,727.6 million (USD 460.7 million) as of 31 March 2017, a decrease of 3.4 percent.

Comparison Charts of Q1 2016 – 2018 Financials (Three months)



Zamil Steel to Construct "Beyt Al Fann Jameel", a World-Class Art Galleries and Exhibition Complex in Jeddah

Zamil Steel Construction Company (ZSCC) was recently awarded a turnkey contract by Abdul Latif Jameel Group, valued at SAR 45.5 million (USD 12.1 million), for the Beyt Al Fann Jameel art galleries and exhibition complex in the western region of Saudi Arabia.

The scope of the contract includes the design, fabrication, supply and erection of 1,300 metric tons of pre-engineered steel buildings, as well as the provision of all EPC/ LSTK works, including civil, electrical, structural, architectural, electrical, external and finishing works for the Beyt Al Fann Jameel art galleries and exhibition complex. ZSCC will also perform the HVAC, firefighting systems, low current and communication systems, secondary infrastructure landscaping and hardscaping 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 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 time frame.

"Our demonstrated success with turnkey facilities, including access to design and project management expertise and specialized





materials manufacturing and services, makes our company the natural choice for this prestigious project," said Mohammed Al Sahib, director of ZSCC. "Destined to become a national landmark as well as a worldwide destination, we are proud to participate in the construction of "Beyt Al Fann Jameel."

"Beyt Al Fann Jameel" is a new international gathering space for artists and art lovers, inviting visitors to Jeddah to delve into the world of art. It will house exhibits of all forms of visual art, both contemporary and traditionally inspired by the Islamic civilization, including drawings, paintings, calligraphy, design, and much more.

The complex, which spans more than 14,000 square meters, will feature an exhibition space specifically designed to display Islamicinspired works, a space dedicated to local and visiting international exhibitions, and an open-air museum featuring sculptures. Educational areas, such as an art laboratory, training rooms, and a spacious room for lectures, are planned, as well as commercial space in the form of an event hall, cafeteria, and retail outlets.





Zamil Industrial in Strategic Partnership with Al Qadisiyah Club

Zamil Industrial has signed an agreement with Al Qadisiyah Football Club, a Saudi Arabian football team that plays in the Saudi Professional League, to become strategic partners for one year. The new agreement is part of the company's social responsibility initiatives, as well as reflecting the club's keenness to hold sponsorships with major commercial companies in the Eastern Province so that they can contribute to its plans for the new season.

The agreement was signed on Sunday, June 10, 2018, at the club's headquarters in Al-Khobar, in the presence of Eng. Khalid A. Al Zamil (Chairman of Zamil Industrial), Eng. Abdulla M. Al Zamil (Chief **Executive Officer of Zamil** Industrial), and a number of company officials. On the club's side, the agreement was signed by Mr. Majid Ibrahim Al Jumaih (Vice President and Chairman of the Investment Committee of the Club), in the presence of the Club's Chairman and members of the Board of Directors.

Following the signing of the agreement, Khalid Al Zamil stated that the idea of sponsoring Al Qadisiyah Club fits with the plans of His Highness the Crown Prince and the Kingdom's Vision 2030, which focus on supporting the young people of the country, developing their abilities, and refining their talents. Therefore, Al Qadisiyah Club, one of the distinctive Saudi clubs, was chosen for this

supporting youth and giving them the opportunity to become great stars in Saudi sport. "This has encouraged us to move toward a strategic partnership with the club. I am very confident of the success of our partnership with Al Qadisiyah Club, and we are delighted to be part of this notable club," he said.



strategic partnership as part of the company's social responsibility programs, which seek to support the nation's youth, clubs, and sport.

Al Zamil added that the club has a great history, and has been distinguished since its inception as a source of stars, thanks to its policy of Mr. Majid Al Jumaih commented that the signing of this agreement with Zamil Industrial is part of the club board's plans and efforts to partner with big corporations in the region. Al Qadisiyah Club is proud to have Zamil Industrial as a sponsor of the club for the current season.

Zamil Industrial has been selected by the United Safety Council (USC) as the winner of the First Place Gold Award for Corporate Safety for the year 2017. The company was selected from a group of international organizations collaborating with the council.

The award recognizes Zamil Industrial for the outstanding safety initiatives in place at the company, the positive results of its annual HSE Management Audit, the thoroughness of the Safety **Key Performance Index** conducted every quarter and the unique and innovative Safety Task Analysis and Risk Reduction Talk (STARRT) program. The award selection committee cited the company's extraordinary improvements in its accident frequency rating, severity rate and the outstanding reductions achieved in losttime injuries and recordables.

Zamil Industrial understands the importance of involving both employees and management in safety programs and safety committee meetings, of having written safety and health programs in place and of using inspection and incident investigation programs to address and resolve any issues that may arise.

In addition, the director of the Corporate Loss Prevention Department (CLPD) at Zamil Industrial, Awadh Al-Ghamdi, received a Certificate of Recognition in the Safety Leadership category, as well as a Certificate of Recognition in Excellence in Safety from the USC for putting the Certified Occupational Safety Specialist (COSS) program to outstanding use.

These international awards acknowledge the significant contributions of the CLPD management and teams in the implementation of effective safety programs and initiatives. They also demonstrate the company's genuine commitment to sustaining rigorous safety management and to providing a safe, healthful and decent working environment free

from foreseeable hazards and risks across all the business units of Zamil Industrial.

Based in Orlando, Florida, the United Safety Council is an independent, nonprofit, nongovernmental safety training and educational organization operating locally and nationally. The council is a member of the American Association of Safety Councils, an international safety and services association.



... and Recognized Among 'Top 100 Saudi Brands' in 2017



Zamil Industrial has been named among the 2017 "Top 100 Saudi Brands" by Al-Watan newspaper in its annual list recognizing the premier national corporations of the year.

The study was conducted by Al-Watan in cooperation with Ipsos, a leading market study and research firm, based on scientific statistics and precise field surveys. It surveyed hundreds of customers across Saudi Arabia to find out their preferred brand choices.

Zamil Air Conditioning and Refrigeration Services Co. Receives SEEC Certificate of Qualification

Zamil Air Conditioning and Refrigeration Services Company was recently awarded the Saudi Energy Efficiency Center's (SEEC) Certificate of Qualification, following the fulfillment of all the requirements to obtain this certificate, becoming one of the first organizations in the Kingdom of Saudi Arabia to receive such accreditation.

The Licensing and Accreditation Committee comprises representatives from the Ministry of Commerce and Industry; the Ministry of Energy, Industry and Mineral Resources; the Electricity and Cogeneration Regulatory Authority; and an independent expert in the field of energy. The committee is chaired by

SEEC, which regulates and controls the market of energy services companies in the Kingdom in collaboration with the relevant government authorities.

Energy services companies provide consulting and assessment engineering services for efficiency standards, lead on energy efficiency project management, conduct data and building audits, and measure and verify services, as well as invest in improving energy efficiency in factories.

The Saudi Energy Efficiency Center aims to enhance energy consumption efficiency and promote investment in alternative and renewable energy sources in support of diversified energy production, as outlined by the comprehensive national development strategy described in the Kingdom's Vision 2030.

Zamil Air Conditioning and Refrigeration Services Company is one of the Kingdom's leading companies in the management and execution of solar energy projects. The company provides engineering design services for meeting energy efficiency standards, as well as data review and energy audits. Its energy measurement and verification services meet the specific requirements of diverse clients. It is widely recognized as an industry leader in the cost-effective delivery of those solutions, on time and within budget.





Zamil Higher Institute for Industrial Training Receives Award for Outstanding Performance in Qualifying Saudi Aramco's Contractor Technicians

Zamil Higher Institute for Industrial Training recently participated in the first Contractor Workforce Qualification Assurance Program (CWQAP) forum, held in Al-Khobar and attracting representatives from many contracting companies and training centers and institutes.

Mr. Nabil Al-Dabal, General Manager of Training and Development at Saudi Aramco, presented the trophy for best performance among all the Saudi Aramco-approved training centers and institutes to Dr. Mohamed Sharif, Director of the Institute.

Dr. Sharif, in accepting the award, stated that the prestigious top performer award was recognition of how Zamil strictly adhered to the high quality procedures and standards stipulated by Saudi Aramco for delivering qualification test preparation training courses as well as the qualification tests.

He added that the forum provided an excellent opportunity for all to learn more about the aims and objectives of CWQAP. The Institute gave a detailed presentation on the qualification test implementation at the Institute and the qualification preparation training course delivery methodology, which

enabled them to achieve a high pass rate among those who attended the typical three-day qualification preparation course.

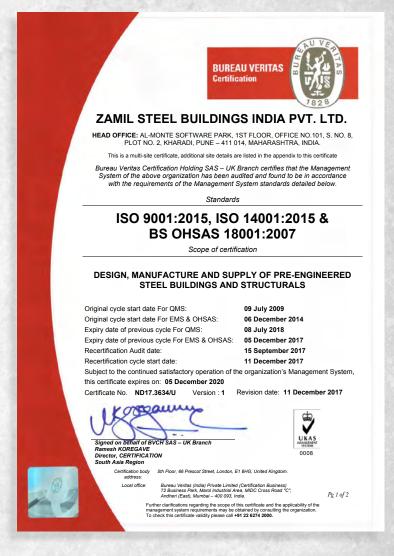
It is worth noting that Zamil Higher Institute for Industrial Training was the first training center to be approved by Saudi Aramco to conduct the qualification tests in 2014, and since then, the Institute has helped over 700 technicians from different contracting companies to attend the qualification preparation courses and take the relevant tests for six key crafts: electricians, instrument technicians, machinists, HVAC technicians, metal pipefitters, and metal fabricators.

Zamil Steel India Achieves IMS Certification

Zamil Steel Buildings India Pvt. Ltd., a subsidiary of Zamil Industrial, has been recertified for the Integrated Management System (IMS) based on the latest version released by the International Organization for Standardization. This certification unifies the three key standards -ISO 9001:2015 Quality Management System; ISO 14001:2015 Environmental Management System; and OHSAS 18001:2007 Occupational Health & Safety Management System - into one coherent system.

Third-party auditors from Bureau Veritas Certification Holding SAS performed the rigorous assessment and evaluation of Zamil Steel India's management system and confirmed their satisfaction with the company's Quality, Occupational Health & Safety, and Environment standards.

The scope of the certification includes the manufacture and supply of pre-engineered steel buildings and steel structures, while the scope of the audit examined the management of quality, health, safety, and environmental management systems at the company. No areas of non-conformance were identified during the audit, affirming the company's compliance with the required standards and acknowledging the effectiveness of the existing management system at Zamil Steel India.



IMS Certification refers to a company-wide quality system that improves process and service quality throughout the business, leading to increased efficiency through waste reduction, more efficient utilization of resources and streamlining of the current practices used by the company.

The achievement of this class of certification reaffirms the continuing commitment of Zamil Steel to full compliance with global standards and to the delivery of the highest quality products and the most cost-effective solutions to its valuable clients.

Wins Safety Excellence Award Six Years in a Row



Once again, Zamil Central Air Conditioners (ZCA) has won Gold in Zamil Industrial's Safety Award of Excellence Program for 2017. This is the sixth consecutive year that ZCA has been the winner of this award; the program was introduced in 2010.

The award ceremony was held on April 4, 2018 at the ZCA factory in Dammam Second Industrial City. During the event, the director of the Corporate Loss Prevention Department, Awadh Eid Al-Ghamdi, praised the efforts

of the ZCA team and set the challenge of maintaining ZCA's standing as the best-performing business unit for safety. The award was received by the ZCA Health, Safety and Environment (HSE) Committee, headed by Sami Banat, General Manager, Unitary & Applied Business Unit.

At the same event, the HSE Excellent Leadership Award was presented to Sami for his exemplary support to the company's loss-prevention programs and initiatives, and for his effective management of health and safety at ZCA. Accepting the award, Sami recognized the contribution of the management and leaders of ZCA.

RANCO & Zamil Concrete Industries

Factory Receives Zamil Industrial Joint Venture Safety Excellence Award 2017

The Rabiah & Nassar and Zamil Concrete Industries factory in Riyadh has emerged on top, with the best health, safety and environment performance among Zamil Industrial joint venture companies in 2017.

The factory earned a rating of 92.2% based on defined Safety Key Result Areas and Safety Key Performance Indicators for joint venture factories.

This great achievement is the cumulative result of the work of both management and employees, and it demonstrates the organization's commitment to having a safe and healthy working environment and a well-managed safety system in place.



Zamil Steel Vietnam Wins Prestigious Golden Dragon Award 2017



Zamil Steel Buildings Vietnam marked a great year of achievement in 2017 with the awarding of the prestigious Golden Dragon Award for the 15th consecutive year. The awards ceremony was held in Hanoi on April 14, 2018.

Organized by the Vietnam Economic Times Group, the Golden Dragon Award is an annual event initiated in 2001 to recognize outstanding achievements in production and business and making a significant contribution to the Vietnam economy by foreigninvested enterprises.

With its 2018's theme –
"Connecting for Prosperity
and Sustainable Growth"
– the event also served
as a networking platform
for CEOs and leaders
from various industries to
exchange experiences and
explore new partnerships,
with special side-event
series set up to facilitate
networking, such as a CEO
forum and a gala dinner in
celebration of the 30 years of
FDI in Vietnam.

Among the 62 foreigninvested enterprises receiving the awards this year, Zamil Steel Buildings Vietnam was honored as one of the top 10 brands that has managed to achieve sustainable growth.





Zamil Industrial ODT Conducts "HR for Non-HR Managers and Professionals" Training Course

Following several previous successful presentations of its "HR for Non-HR Managers and Professionals" course, the Organizational Development and Transformation Department at Zamil Industrial again offered the program on April 4–5 and April 8–9, 2018, at the Carlton Al Moaibed Hotel in Al-Khobar.

The course dealt with human resource (HR) issues that many managers and supervisors encounter in their jobs. It introduced HR concepts and covered the key areas of recruitment and selection, performance management, training and development, employee engagement, HR policies and Saudi labor law, discipline and termination, and other related concepts, including diversity and benefits.

Forty-one participants, representing a cross-section of Zamil Industrial sectors,

business units and functional areas, completed the course during these sessions.







Zamil Sport Fest 2018

After nearly two months of matches and qualifiers for the Zamil Sport Fest 2018, the tournament concluded on Saturday, May 5, 2018, with the final match and closing ceremony held at Al-Gosaibi Sports Center in Al-Khobar.

The Zamil CoolCare team reached the final match after beating the Zamil Group Holding team, while the Zamil Higher Institute for Industrial Training (ZHIIT) team qualified for the semifinals after beating the Zamil Offshore Services team.

After a nice match and a great competition between the two teams, they proceeded to a penalty shootout, and the Zamil CoolCare team won the championship title.

The tournament's closing ceremony was attended by

Musaed Al Zamil, Hamad S. Al Zamil, Nasser A. Al Zamil, and the managers of both ZHIIT and Zamil CoolCare, as well as many employees of Zamil companies and their families.

The Organizing Committee handed over the prizes to the winners as follows:

Champion Team **Zamil CoolCare**

Second Place Winner **ZHIIT team**

Best Player Award Issa Al Dossari

ZHIIT

Best Guard Award

Mohammed Al Dossari

ZHIIT

Top Scorer **Mohammed Salem Baterfi**Zamil Group

Best Team Award

Zamil Plastic Industries























Zamil Industrial Holds Annual Ramadan Iftar Celebration













































Zamil Industrial Participates as Diamond Sponsor of AFED 2018 in Riyadh

Zamil Industrial and Zamil Group participated as Diamond Sponsors in the Armed Forces Exhibition for Diversity of Requirements and Capabilities (AFED 2018), which was organized by the Saudi Ministry of Defense at the Riyadh International Convention and Exhibition Center from February 25 to March 3, 2018.

AFED 2018 displayed the requirements for the huge number of participants, which included ministries, government organizations

and private sectors, as part of the process to achieve the goals set under Vision 2030, and the concentration of the Kingdom's orientation toward a strong and effective strategy to localize major and supplementary industries.

Zamil Industrial Participates in The Big 5 Saudi 2018 in Jeddah

Zamil Industrial sector businesses participated in the eighth annual International Building and Construction Show, The Big 5 Saudi 2018, conducted at the Jeddah Center for Forums and Events on March 5–8, 2018.

This event brings together manufacturers, vendors and construction industry participants of all types to share information about the latest available products and technological advances.

The exhibition featured live product demonstrations, presentations by construction industry leaders on trends and developments as well as opportunities to network with construction professionals from around the world.























Zamil Industrial Participates as Platinum Sponsor in Saudi Qualex 2018

Zamil Industrial participated as a platinum sponsor in the Second Saudi International Quality Exhibition and Forum (Saudi Qualex 2018). The event was held under the patronage of His Excellency the Minister of Energy, Industry and Mineral Resources, Eng. Khalid bin Abdulaziz Al-Faleh, from April 29 to May 1, 2018, at the Riyadh International Convention and Exhibition Center.

The event witnessed the participation of local and international quality experts and scientists, and also attracted a number of influential VIPs, including ministers, officials, and stakeholders.

The Saudi Qualex Forum hosted several workshops and discussion sessions, involving keynote officials, top experts in the field, and quality scientists, with the sessions targeted at all stakeholders interested in quality topics and its requirements, including from



governmental and industrial facilities, laboratories and quality testing and inspection organizations, supervisory authorities and agencies, private sector organizations, small and mediumsized enterprises, and entrepreneurial leaders. The sessions encouraged frank discussion and high level professional and scientific interaction, offering a chance for stakeholders to exchange expertise and their relevant experience.

ZI SHARIK Program:

Health and Wellness 2018







The Organizational Development and Transformation Department at Zamil Industrial, in collaboration with the Saudi Diabetes and Endocrine Association (SDEA) and MAGRABI Hospitals and Centers, held a second series of Health Lounges for Zamil Industrial employees on March 4–8, 2018, at the premises of Zamil Industrial companies in the First and Second Industrial Cities in Dammam.

With a team of professional medical service providers from program partners SDEA and MAGRABI, the Health Lounges focused on the prevention of diabetes while raising employee awareness of overall good health. Medical services available in the Health Lounges included: blood sugar measurement; blood pressure measurement; body mass index; dental check-up; eye check-up; and interpretation of results and intervention recommendations from a general practitioner.

One of the highlights of the Health Lounge was the Wellness talk conducted by Dr. Basem Futa Ph.D., who delivered an insightful "Know Your Numbers" talk, linking lifestyle tips in order to avoid the onset of diabetes and other diseases, and outlining how to manage our diet by discipline.



Saudi Industrial Property Authority Delegation Visits **Zamil Higher Institute for Industrial Training**

A delegation from the Saudi Industrial Property Authority (MODON), headed by Eng. Mohammed Alswailem, Director of the branches of MODON, recently visited Zamil Higher Institute for Industrial Training to evaluate the training programs and services that offered by the Institute and to wider explore opportunities to offer these services to

various companies based in industrial cities.

The team held a detailed meeting with Dr. Mohamed Sharif, Director of the Institute, along with senior staff members. Dr. Sharif indicated that the discussion with the MODON representatives covered ways the Institute could communicate effectively with businesses operating in

various industrial cities and to provide presentations to them of the available training services. Companies will be encouraged to fully utilize the facilities at the Institute to engage in new skills development and to expand their employees' knowledge.

A tour of the training workshops was arranged for the visitors and they enjoyed the opportunity to meet with many of the trainers and trainees already enrolled at the Institute from various companies. They learned more about the standard of the training services offered, and the delegates expressed that they were very impressed with the training programs as well as the wide-range of modern tools and equipment available at the Institute.

Delegation from the Saudi Council of Engineers Visits **ZHIIT**

A delegation from the Saudi Council of Engineers, led by Eng. Khalid Al Melhem, Head of the HVAC branch, recently visited Zamil Higher Institute for Industrial Training. The group's goal was to learn more about the Institute's services and programs and to discuss future cooperation in the implementation of selected courses.

The delegation met with Dr. Mohamed Sharif, Director of the Institute, as well as senior staff members.



According to Dr. Sharif, the two parties discussed the implementation of short, specialized courses for engineers in the field of refrigeration and air conditioning technology, which would allow engineers to take advantage of the state-of-the-art training experiences and equipment available at the Institute. After the meeting, the delegation eagerly took the opportunity to visit the workshops, laboratories, and training classes and to speak with both trainers and trainees about their experiences.

Zamil Steel Vietnam Awards Scholarships for NUCE Students

Zamil Steel Buildings Vietnam recently sent its representatives to the National University of Civil Engineering (NUCE) for the awarding ceremony of Zamil Steel scholarships 2017–2018.

Established in 2014, the Zamil Steel scholarship fund aims to support final year students in the Civil Engineering Department (XE & XF at NUCE) who have excelled in academic pursuits and attained remarkable achievements in social activities. In accordance with the agreement between NUCE and Zamil Steel Buildings Vietnam, five scholarships are awarded each academic year to the most prestigious students.

This year, the awarding ceremony was jointly organized to coincide with NUCE's Graduation Day. Zamil Steel



Buildings Vietnam sent two representatives to attend the event and to award scholarships to the selected students. Ass. Prof. Pham Xuan Hoa, Reactor of NUCE, expressed his sincere thanks to Zamil Steel for their support over the last four years. The company was honored to receive a Certificate of Appreciation from NUCE for its ongoing support and contribution.

... and Takes Part in Bangkok Architect Expo 2018



Zamil Steel Buildings Vietnam participated in the Bangkok Architect Expo 2018, the 32nd installment of ASEAN's largest building exposition of the year. The event was held on May 1-6, 2018, at the IMPACT Exhibition Center, Bangkok, Thailand.

Organized under the observance of the Association of Siamese Architects and under the Royal Patronage of His Majesty, the King of Thailand, the event has become a major business platform for developers, designers, consultants, engineers, contractors, and concerned organizations to meet up and exchange experiences with global manufacturers and distributors. More than 850 companies

from 35 different countries attended the event, which included exhibits covering the whole range of construction technology, architecture and construction-related materials, interior design, and landscape architecture solutions.

Zamil Steel Buildings Vietnam brought its Thailand team to the exhibition and set up a special stand showcasing our products and services. During the 6-day event, the team welcomed many visitors to the stand, inquiring about Zamil Steel and our steel structure solutions.