

impact



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Dear Colleagues,

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

The year 2018 has found our company deeply involved in developing strategies and guiding the direction of our many sector businesses. We are carefully considering the major changes taking place within our region—economic, social, and technological—and we continue to rely on our core values and vision to make the choices that are most beneficial to the growth of all sector businesses.

In preparation for the future, all business units remain actively involved in both local and international exhibitions and industry events, gaining global exposure while connecting with other industry leaders and potential clients from around the world. At offices and manufacturing plants, efforts to expand our capabilities also move forward as we implement new technologies to increase efficiency and develop additional opportunities for vital workforce education and training.

These efforts and achievements help us to meet the needs of our growing clientele and will contribute to the expansion and diversification of the company as we move into the year ahead. As we expand, we will also remain deeply committed to the wellbeing of our employees, the welfare of our communities, and the many people who have worked with such dedication to ensure our success.

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 Announces Consolidated Interim Financial Results for the Nine-Month Period Ending 30 September 2018

Zamil Industrial Investment Company has announced its consolidated interim financial results for the period ending 30 September 2018.

Revenues for the third quarter of 2018 amounted to SAR 1,074.2 million (USD 286.4 million), compared with SAR 1,022.9 million (USD 272.8 million) for the same period in 2017, an increase of 5.0 percent.

Gross profits for the third quarter were SAR 163.3 million (USD 43.5 million), compared with SAR 195.2 million (USD 52 million) for the same period in 2017, a decrease of 16.3 percent.

Operating profits for the third quarter were SAR 6.9 million (USD 1.8 million), compared with SAR 41.1 million (USD 10.9 million) for the same period in 2017.

Net loss for the third quarter of 2018, after deduction of Zakat and tax, was SAR 22.6 million (USD 6.0 million), compared with a net profit of SAR 21.9 million (USD 5.8 million) during the same period in 2017, and compared with a net loss of SAR 39.8 million (USD 10.6 million) posted in the previous quarter (Q2 2018).

Total comprehensive loss for the third quarter of 2018 amounted to SAR 20.1 million (USD 5.4 million), compared with a comprehensive income of SAR 21.5 million (USD 5.7 million) in the corresponding quarter of 2017, and compared with a comprehensive loss of SAR 47.7 million (USD 12.7 million) in the previous quarter.

Revenues for the nine-month period ending 30 September 2018 amounted to SAR 3,105.1 million (USD 828 million), compared with SAR 3,146.4 million (USD 839 million) for the same period in 2017, a decrease of 1.3 percent.

Gross profits for the nine months were SAR 496.6 million (USD 132.4 million), compared with SAR 638.8 million (USD 170.3 million) for the same period in 2017, a decrease of 22.3 percent.

Operating profits for the nine months were SAR 43.3 million (USD 11.5 million), compared with SAR 170.5 million (USD 45.5 million) for the same period in 2017, a decrease of 74.6 percent.

Net loss for the nine-month period ending 30 September 2018, after deduction of Zakat and tax, was SAR 46.8 million

(USD 12.5 million), compared with a net profit of SAR 100.2 million (USD 26.7 million) for the same period in 2017. Total comprehensive loss for the nine months amounted to SAR 55.2 million (USD 14.7 million), compared with a comprehensive income of SAR 105.8 million (USD 28.2 million) in the corresponding period of 2017.

Loss per share for the nine-month period ending 30 September 2018 was SAR 0.78, compared with earnings per share of SAR 1.67 during the same period in 2017.

Equity attributable to shareholders (after eliminating minority interest), as of 30 September 2018, amounted to SAR 1,539.4 million (USD 410.5 million), compared with SAR 1,666.3 million (USD 444.3 million) as of 30 September 2017, a decrease of 7.6 percent.

Zamil Steel Construction Company Wins SAR 26.8 Million Contract to Supply Custom-Made Steel Structures for Riyadh Rapid Bus Transit System Project

Zamil Steel Construction Company was recently awarded a contract valued at SAR 26.8 million (USD 7.1 million) by Al Ghurair Construction LLC for the Riyadh Rapid Bus Transit System (BRT) project in the central region of Saudi Arabia.

The scope of the contract includes the supply and erection of more than 3,100 metric tons of structural steel with intumescent and cementitious fireproof coatings. The project includes the testing and commissioning of 17 units of BRT stations and five units of BRT bridges. The work is part of the third phase of Riyadh Rapid Bus Transit Lines within

the King Abdulaziz Public Transport System project, owned by the Arriyadh Development Authority in Saudi Arabia.

The BRT System project is a fast-track, multicomponent undertaking with complex safety and security requirements. It will be delivered within a challenging time frame and will require an extraordinary level of attention to detail.

As is typical of the BRT Systems, the line will allow rush-hour buses to travel in bus-only lanes, which will be specific highway shoulder lanes that reduce traffic congestion and reduce

commuting times. Currently utilized by many global cities, BRT is expected to provide an efficient, high-capacity and cost-effective transit solution for Riyadh and the entire central region.



... and Wins SAR 13.9 Million Contract to supply high-strength structural steel for Riyadh Rapid Bus Transit System Project

Zamil Steel Construction Company (ZSCC) was awarded a contract valued at SAR 13.9 million (USD 3.7 million) by Saudi Constructioners Ltd. The contract is for the Riyadh Rapid Bus Transit System (BRT) project in the central region of Saudi Arabia.

According to the agreement, ZSCC will supply and erect more than 1,600 metric tons of high-strength structural steel with intumescent and cementitious fireproof coatings, including checkered plates with protective coatings. The BRT project

is part of the King Abdulaziz Public Transport System Project owned by the Arriyadh Development Authority in Saudi Arabia.

This project is a fast-track undertaking comprising many components. It will require an extraordinary level of attention to detail due to complex safety and security requirements that must be satisfactorily completed within a challenging time frame.

In both function and design, this system is envisioned to complement the Riyadh

Metro. It will provide unique and identifiable stations for the BRT, while completing the family of transportation facilities for the city of Riyadh. Utilizing developments such as exclusive lanes, off-board fare payment and platform-level boarding, the well-planned and precisely delivered BRT system with clean buses will provide metro-quality service at a fraction of the cost. These cost savings and efficiency gains are expected to result in an enormous shift from private car use to public transportation systems.



Zamil Steel Awarded Contract to Build a Large Number of Poultry Broiler Houses in Oman

Zamil Steel Pre-Engineered Buildings Co. Ltd. has been awarded a contract to supply pre-engineered steel buildings for one of the Sultanate of Oman's largest poultry projects.

The scope of the contract includes the design, fabrication and supply of more than 130 pre-engineered steel buildings, spread over a built-up area of approximately 257,000 m², to be used as poultry broiler

houses for the A'Namaa Poultry Company project in the Dhahirah region in northern Oman.

"We are happy to be selected for this prestigious project in Oman. We are confident that the results will satisfy our client and match or exceed the standards that have built our reputation for quality, efficiency and innovation across the region," said Mohammed Al Sahib, Vice President of Zamil Steel.

The A'Namaa Poultry Company project is expected to be one of the largest for the production of white meat in the Sultanate, with investments of RO 100 million. The project will contribute to the replacement of imports of white meat, producing 60,000 tons of fresh and frozen poultry meat annually.

Zamil Central Air Conditioners to Supply HVAC Systems for the Hassyan Clean Coal Power Plant in UAE

Zamil Central Air Conditioners Company was recently awarded a contract worth SAR 7.5 million by Harbin Electric International Co., Ltd. for the Hassyan Clean Coal Power Plant project in Dubai, United Arab Emirates.

The scope of the contract includes the supply of

more than 130 systems comprising air handling units, fan coil units, and air-cooled condensing units for the first phase of the Hassyan Clean Coal Power Plant. The 2,400 MW Hassyan clean coal power station is an ultra-supercritical power plant being developed in Saih Shuaib, Dubai, UAE. It is a multiphase project with a

broad scope of requirements, including the need for airside systems. Upon completion, the plant will be the first coal-based power plant in the region.

The \$3.4 billion project supports the Dubai Clean Energy Strategy 2050, which is aimed at producing

environmentally friendly energy. The program aims to produce 25% of energy from solar power, 7% from nuclear power, 7% from clean coal, and the remaining 61% from gas by 2030. The power plant is expected to produce sufficient electricity to power approximately 250,000 households.

Zamil Central Air Conditioners to Supply HVAC Systems for the Port of Duqm in Oman



Zamil Central Air Conditioners Company was recently awarded a contract valued at SAR 2.55 million by the Special Economic Zone Authority of Duqm to supply HVAC systems for the Port of Duqm in the Sultanate of Oman.

According to the agreement, Zamil Central Air Conditioners will supply 160 HVAC systems

and equipment, including central split units, packaged units, and fresh air handling units for the construction of the Liquid Bulk Berth Project at Duqm Port in Oman.

Situated on the southeastern seaboard of the Sultanate of Oman, overlooking the Arabian Sea and the Indian Ocean beyond, the Port of Duqm is fast becoming an

important reality as part of the Middle East region's rapidly transforming maritime landscape. The Port of Duqm has the trappings of a world-class, multipurpose commercial gateway. Also, as the principal anchor of a huge Special Economic Zone envisioned at Duqm, it also has the potential to develop into one of the Middle East's largest ports in the long term.

The Port of Duqm is part of the ambitious SEZD project (Special Economic Zone of Duqm) in Oman, destined to be the biggest fully integrated Special Economic Zone in the Middle East. It includes industrial, logistics, residential, and tourist zones, supported by world-class road infrastructure, and an international airport and seaport.



Zamil Central Air Conditioners Wins Contract to Supply Packaged Systems for Alba in Bahrain

Zamil Central Air Conditioners Company was awarded a contract from Aluminium Bahrain B.S.C. (Alba) to supply and install various packaged units at Alba's premises in Bahrain.

According to the agreement, Zamil Central Air Conditioners will supply and install 20 highly customized rooftop packaged units at Alba's e-rooms across seven separate buildings.

The project is a fast-track undertaking that includes many components. It will require an extraordinary level of attention to detail, while ensuring the installations are satisfactorily completed within a challenging time frame.

Aluminium Bahrain B.S.C. (Alba) is one of the largest and most modern aluminium smelters in the world. Known for its technological strength

and innovative policies, Alba enforces strict environmental guidelines, proudly maintains a high track record for safety, and is widely regarded as one of the top performers on a global scale.

Zamil Steel India Supplies Steel Structures for Colombo Ice Factory in Sri Lanka

Zamil Steel India supplied an approximately 9,000-square-meter pre-engineered steel structure building for the Colombo Ice Cream Factory, owned by Nuwani Construction Ltd., a renowned group that provides a full range of professional services for industrial, commercial, and civil construction projects in Sri Lanka.



... and Supplies Steel Structures for GMR Hyderabad International Airport in India

Zamil Steel India recently supplied and erected more than 8,100 square meters of steel structure PEB buildings for the new domestic terminal at GMR Hyderabad International Airport.

The scope of the contract included the design, fabrication, supply, and erection of multi-span pre-engineered steel buildings for the new domestic terminal at

GMR Hyderabad International Airport, Hyderabad, Telangana. The project works were completed in July 2018 with zero lost time injury, and the project is engineered to satisfy the standards of the Airports Authority of India, which governs the industry.

The new building will be India's first pre-engineered steel terminal building. It is on the same premises as the newly

launched Hyderabad Airport City, which is India's first smart, greenfield airport city.

GMR Hyderabad International Airport, a subsidiary of GMR Group, is one of the fastest-growing infrastructure organizations in the country, with interests in airports, energy, highways, and urban infrastructure, with world-class projects in India and abroad.





Zamil Air Conditioning & Refrigeration Services Signs Master Reseller Agreement with Siemens

Zamil Air Conditioning & Refrigeration Services Co. Ltd. (Zamil CoolCare) has signed a master reseller agreement with Siemens, a global engineering conglomerate with considerable market share.

Under the agreement, Zamil CoolCare will market and distribute Siemens' control products and systems, including controllers, thermostats, actuators, sensors, valves, and frequency

drives, in the Kingdom of Saudi Arabia. The agreement also allows the company to appoint additional resellers to market the Siemens products and solutions specified in the agreement. The reseller agreement expands Zamil CoolCare's product and service offerings, to better meet the needs and requirements of its Saudi-based customers by offering a wide range of high-quality control products and systems from Siemens.

Zamil will work hand in hand with Siemens to solve clients' problems and issues and to satisfy their need for smooth, uninterrupted operations. Zamil CoolCare's trained and highly qualified sales force, located in the company's offices and showrooms across the Kingdom, will be able to respond promptly to customers' demands and technical queries on control products and systems.

... and Signs Distribution Agreement with IMI Hydronic Engineering

Zamil Air Conditioning & Refrigeration Services Co. Ltd. (Zamil CoolCare) has signed a distribution agreement with IMI Hydronic Engineering (IMI HE), a global engineering group focused on the precise control and movement of fluids.

Under the agreement, Zamil CoolCare will market and distribute IMI HE's products and systems (IMI TA, IMI Pneumatex, IMI Heimeier and IMI FDI), including balancing valves, control valves, pressure maintenance devices, expansion vessels, and water quality products, in the Kingdom of Saudi Arabia.

The distribution agreement expands Zamil CoolCare's

products and service offerings to better meet the needs and requirements of its Saudi-based customers by offering a wide range of high-quality hydronic control products, systems and engineered solutions from the IMI HE group.

There is high demand for precise control over energy transfer through fluid movements in HVAC systems. Zamil CoolCare's trained and highly-qualified sales force, located in the company's offices and showrooms across the Kingdom, together with IMI HE's local and international engineering experts, will provide the best solutions to save energy, provide stable



flow control, and lower the downtime of commercial and industrial HVAC hydronic applications.



Zamil Industrial Wins K2 Workflow Hero Award 2018



has enabled the platform to become a core product in increasing employee productivity and efficiency, reducing costs, providing access to reliable customer services, and forming a solid foundation to support future growth.

K2 Workflows 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.



Zamil Industrial Investment Co. (Zamil Industrial) received the “K2 Workflow Hero Award” at the recent K2 Business Process Automation Awards Ceremony, which was held at Gitex Technology Week 2018 in Dubai, UAE.

The awards, bestowed for the second time this year, recognize organizations that have delivered and implemented world-class solutions to digitalize and otherwise improve their business processes. The awards honor the outstanding achievements of some of the Middle East’s organizations and teams who have most strongly driven innovation and delivered outstanding results using the K2

platform in the last 12 months. Zamil Industrial received this award because of the company’s drive to become knowledgeable ambassadors and internal champions for business process automation on the K2 platform. The effective use and early adoption of K2 Workflows



The award honors Zamil Industrial’s efforts to implement process automation throughout the company for 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.

Zamil Construction India Team Receives Best Practice Safety Certificate

The construction industry contributes significantly to aspects of the economy and society, and it is considered to be the most hazardous industry in terms of personal safety and health.

In spite of that, Zamil Construction India Pvt. Ltd. has received the Safety Achievement Certificate for 2 Million Safe Man-Hours in a Project with Zero Loss Time Injury, awarded by Owens Corning India Pvt. Ltd.

Appropriate personal protective equipment, daily 5S checks, monthly safety audits, employee training, joint

health and safety meetings, and corporate safety audits are all components of Zamil Construction India's robust safety program that have contributed to a reduction in recordable incidents.

In addition, Ahmed Hussain, in charge of the project, and Shyamantak Tiwari, in charge of project safety, received awards

for Best Safety Oriented Employee and Top Safety Performing Employee, respectively.



... and Receives Safety Appreciation Certificate from Fiat India Automobiles

For following the best practices in the industry, Zamil Construction India Pvt. Ltd. has received the Safety Appreciation Certificate for safety practices during the PEB execution of work and achievement of zero lost time injury, awarded by the FIAT India Automobiles Pvt. Ltd.





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

The Organizational Development and Transformation Department (ODT) at Zamil Industrial successfully conducted another session of the “HR for Non-HR Managers and Professionals” training program for a group of employees representing a cross-section of Zamil

Industrial sectors, business units, and functional areas. The program was held on July 31 and August 1, 2018, at the Zamil Air Conditioners auditorium in Dammam.

The course dealt with human resources 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 absenteeism, diversity, and benefits.



Zamil Industrial Blood Donation Campaign 2018

As a part of the "Sharik" (Employee Engagement) initiative titled "Rad Al Jameel", Zamil Industrial, in cooperation with the Maternity and Children's Hospital in Dammam, organized and conducted its annual blood donation campaign during the period October 28 to November 1, 2018.

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





Zamil Industrial Presents Employment Opportunities at Wadaef Job Fair 2018

As part of an ongoing recruitment effort aimed at increasing the number of Saudis employed by the company, Zamil Industrial participated in the Wadaef Job Fair 2018, which was organized by the Asharqia Chamber at the Dhahran International Exhibition Center under the patronage of HRH Prince Saud bin Naif bin Abdulaziz, Governor of the Eastern Province, on October 22–25, 2018.

The job fair aimed at supporting the efforts to Saudize jobs, and highlighted the role of the business sector in creating job opportunities for Saudi citizens and providing for the career-related needs of Saudi employees. The job fair created connections between the business sector and employment and training providers.

The event, which highlighted about 10,000 job opportunities at more than 100 participating companies from across the Kingdom, presented an important opportunity for job seekers of both genders, especially the most well-qualified, to meet with various national and international companies to discuss their professional goals and review available career opportunities.

Zamil Industrial Participates in The Big 5 Construct Egypt 2018

Zamil Industrial successfully participated in The Big 5 Construct Egypt, a leading international construction event, held under the patronage of the Egyptian Ministry of Trade and Industry, on September 18–21, 2018, at the Egypt International Exhibition Center.

More than 200 companies from 24 countries showcased the most innovative construction products

at this year's event. The show offered 360-degree solutions for the Egyptian built environment, connecting industry experts, buyers, and manufacturers from all over the world during four days of networking and business opportunities.

Some of the world's most renowned names in construction took part in the exhibition, which also hosted various international

country pavilions. The event also included a number of workshops addressing a wide range of industry-relevant topics, including new policies and reforms, future trends and technologies, BIM and project management, sustainability and technology, architecture and design, contract and facilities management, building envelope, and special construction, as well as urban development.





Zamil Industrial Participates in The Big 5 Show 2018 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 2018 held in Dubai, United Arab Emirates, on November 26-29, 2018, at the Dubai World Trade Center.



Zamil Air Conditioners Participates in the King Khalid Military Base Forum in Hafr Al-Batin

The Consumer division at Zamil Air Conditioners participated in the King Khalid Military Base forum, which was held on September 2–8, 2018, in Hafr Al-Batin in the Eastern Province of Saudi Arabia.

During the event, the team from Zamil Air Conditioners showcased the company's room air-conditioning systems and brands, while focusing on the SASO Energy Efficiency Label for electrical appliances and the importance of buying the latest energy efficient air-conditioning products for saving power.

The team also provided some information to the soldiers at the base about the company's manufacturing facilities, quality control procedures, and the latest air compressors that utilize ozone-friendly refrigerants. At the end of the event, the Zamil Air Conditioners team was presented with an honorary shield and a letter of appreciation by officials at the military base.





Zamil Air Conditioners Participates as Main Sponsor of “Etqan Al Sharqiya 2018”

Zamil Air Conditioners participated as the main sponsor of the “Etqan Al Sharqiya 2018” conference, which was organized by the Saudi Society for Quality in the Eastern Province, on November 7, 2018, during World Quality Month at the Holiday Inn Hotel in Al-Khobar.

During the conference, Zamil Air Conditioners presented its recognized experience in improving the quality of its products and services, as well as its experience with the implementation of kaizen principles for continuous improvement in quality, technology, and processes.

The conference included the presentation of working papers and discussion sessions, during which several governmental and national institutions reported their experiences and perspectives on the implementation of quality systems and operational excellence.

Zamil Steel Buildings Vietnam Participates in CAMBUILD 2018 in Cambodia

Zamil Steel Buildings Vietnam attended the Diamond Island Convention and Exhibition Center, Phnom Penh, on September 12–14, 2018, for CAMBUILD 2018—the largest building and construction exhibition held in Cambodia in 2018.

In observing the development trend in the sector, CAMBUILD 2018 aimed to introduce and showcase the latest building and construction technology, processes, and innovations to local construction communities and concerned partners. The event gathered together more than 200 exhibitors from different countries to showcase their products, solutions, and services to thousands of industry professionals.



Zamil Steel Buildings Vietnam showed their presence at the exhibition with a nicely decorated booth. A team of five members from Cambodia Sales Office enthusiastically introduced Zamil Steel's products and services to hundreds of visitors. The team also discussed with visitors the significant benefits of pre-engineered steel buildings and potential applications in Cambodia. Photos of our existing projects in Cambodia, including the Phnom Penh International Airport and Siam Reap International Airport, were also introduced to visitors.

Present in Cambodia since 2005, Zamil Steel Buildings Vietnam is among the top steel building and steel structure providers in the market.





Delegation from Saudi Commission for Tourism and National Heritage Visits **Zamil Air Conditioners**

On September 26 and 27, 2018, a delegation from the Saudi Commission for Tourism and National Heritage (SCTH) visited the premises of Zamil Air Conditioners in the First and Second Industrial Cities in Dammam. The visit included tours of Consumer and of Unitary & Applied production lines, as well as the air conditioners laboratory.

The visitors aimed to explore the industrial operations and manufacturing facilities, as well as to observe the specific processes, products, services, and capabilities of Zamil Air Conditioners, following its accreditation with SCTH, in order to start implementing several SCTH projects in various cities of the Kingdom.



Zamil Central Air Conditioners

Welcomes Visiting Delegation from the Saudi Society for Quality



Zamil Central Air Conditioners welcomed a delegation from the Saudi Society for Quality in the Eastern Province on a special visit to the company's facilities in Dammam Second Industrial City on August 7, 2018. The visit was planned to help the delegates learn more about Zamil Air Conditioners' experience with the implementation of Kaizen principles for continuous improvement in quality, technology, and processes.





Delegation from Saudi Architects Visits Zamil Central Air Conditioners

On October 4, 2018, a delegation from Saudi Architects, a Saudi registered architectural, planning, and engineering consulting firm, paid a visit to the Zamil Central Air Conditioners (ZCA) facilities at the Second Industrial City in Dammam.

The ZCA sales team received the delegation, welcoming the guests and providing them with a detailed briefing on the operations of the respective plants and the state-of-the-art production equipment currently in use.

Noor Al-Islam Elementary School Students Visit **Zamil Central Air Conditioners** Factory

On July 26, 2018, a group of students from Noor Al-Islam Elementary School in Dammam made a field trip to the Zamil Air Conditioners Company in Dammam First Industrial City. The visitors aimed to explore the industrial operations and manufacturing facilities as well as observe the specific processes, products, and capabilities of Zamil Air Conditioners.



Riyadh Al Islam Private Schools Students Visit **Zamil Central Air Conditioners** Factory



On October 23, 2018, a group of students from Riyadh Al Islam Private Schools in Dammam made a field trip to the Zamil Air Conditioners Company in Dammam First Industrial City.





Delegation of the Department of Electrical Engineering at the University of Hafr Al Batin Visits **Zamil Central Air Conditioners**



Delegation of the Department of Architectural Engineering at the King Fahd University of Petroleum Visits **Zamil Central Air Conditioners**

