

# impact



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## Dear Colleagues,

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

The first months of 2019 have been busy, indeed, as our company experiences changes within various sector businesses and as we adjust our priorities in response to sweeping economic and social changes taking place across our region. Our core values and strategic vision, though, have proven to be reliable navigational tools, and we continue to rely upon them to help us choose directions that aid in the growth of all sector businesses and allow us to achieve our desired results and objectives.

This issue contains information on recent major projects, important activities, reports on the latest Zamil Industrial participation at vital trade and industry events, and updates on several all-employee gatherings, which always serve to rejuvenate our corporate culture through teamwork and shared energy while contributing to the well-being of all who attend. New and continued sponsorships and career-training options provide our youth and communities with much needed educational and developmental assistance.

As a company, we continually seek to achieve our goals, while maintaining the highest standards in both corporate and neighborhood relations. We humbly accept awards and recognition for the excellence of our products and services, while sponsoring and organizing activities and events that are beneficial to our communities, both at home and abroad, that serve as vital networks of support for our operations.

I sincerely hope that you enjoy reading this issue of **Impact**, and look forward to your comments and contributions for future editions.

Kind regards,

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

# Zamil Industrial Announces Consolidated Interim Financial Results for the Three-Month Period Ending 31 March 2019

Zamil Industrial Investment Company has announced its consolidated interim financial results for the period ending 31 March 2019.

Revenues for the first quarter of 2019 amounted to SAR 1,020.9 million, compared with SAR 969.9 million for the same period in 2018, an increase of 5.3 percent.

Gross profits for the first quarter were SAR 124.1 million, compared with SAR 177 million for the same period in 2018, a decrease of 29.9 percent.

Operating loss for the first quarter was SAR 8.7 million, compared with operating profits of SAR 43.3 million for the same period in 2018.

Net loss for the first quarter of 2019, after deduction of Zakat and tax, was SAR 47.1 million, compared with net profits of SAR 15.6 million during the same period in 2018, and compared with a net loss of SAR 93.1 million posted in the previous quarter (Q4 2018).

Total comprehensive loss for the first quarter of 2019 amounted to SAR 47 million, compared with a total comprehensive income of SAR 12.5 million in the corresponding quarter of 2018.

Loss per share for the three-month period ending 31 March 2019 was SAR 0.79, compared with earnings per share of SAR 0.26 during the same period in 2018.

Equity attributable to shareholders (after eliminating minority interest), as of 31 March 2019, amounted to SAR 1,368.9 million, compared with SAR 1,668.8 million as of 31 March 2018, a decrease of 18 percent.

# Zamil Air Conditioning & Refrigeration Services Wins Contract for Riyadh Metro Park & Ride and 3E2 Stations Solar System in Riyadh



Zamil Projects, a business unit of Zamil Air Conditioning & Refrigeration Services Co. Ltd., was awarded a contract by the BACS consortium for the Riyadh Metro Park & Ride and 3E2 Stations 400 kWp PV Solar system in Riyadh, Saudi Arabia.

The contract calls for the installation of more than 1,300

photovoltaic panels for solar energy generation at three Park & Ride stations and a 3E2 metro station.

As the renewable energy demand across the Kingdom has increased, Zamil Projects has dedicated a specialized team to focus on renewable energy projects. Winning this

project gives the company a chance to grow in the renewable energy market.

Zamil Projects was selected for this prestigious contract by the client and end user due to its commitment to all other awarded projects at different metro stations.

Zamil Air Conditioning &

Refrigeration Services is a key product and services provider in Saudi Arabia's industrial expansion. 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 Towers & Galvanizing Wins Contract for Substations for the Saudi Electricity Company in Southern Saudi Arabia



Zamil Towers & Galvanizing Co. Ltd. was awarded a contract by Al Sharif Group Holdings for the fabrication and supply of more than 3,000 metric tons of 132 kV overhead transmission line towers that will connect several substations owned by the Saudi Electricity Company in the southern region of Saudi Arabia.

Zamil Towers & Galvanizing has been designing, manufacturing, and hot-

dip galvanizing lattice steel structures, gantries, and support structures for substations, power transmission lines, and telecom companies since 1985. The company also provides type testing of power transmission line towers at independent test stations, in compliance with international standards, as well as passive and active solutions for telecoms and IBS.



# Zamil Central Air Conditioners Develops Custom-Made Double Skin Air Handling and Air Condensing Systems

Zamil Central Air Conditioners Co. has recently developed custom-built Double Skin Air Handling systems and Air-Cooled Condensing systems. They were specifically designed to satisfy the requirements of the prestigious Riyadh Metro project for tailor-made HVAC solutions that provide maximum application flexibility and energy savings to the client.

The customized air handling units come with multi-functional components such as a heat recovery wheel, sound attenuators, and ionization filters. They also offer a single Variable Frequency Drive (VFD) control panel with auto and manual operation; start, stop, and trip indication lights; and a main circuit breaker. The VFD panel is integrated with a BACnet controller and linked or interlocked to a burner management system (BMS) safety controller.

The special air-cooled condensing units come with high static condenser fans suitable for pit installation in metro stations. They feature ducted connections for the condenser fans, equipped with an electronically commutated motor and controlled by temperature sensor.

Zamil Central Air Conditioners assures the quality, safety and comfort of these units with a range of standard features, including low-noise condenser fans with insulated motors for quiet operation.

These custom-built and modified air handling and air condensing systems continue the company's long tradition of designing and manufacturing technologically innovative, high-quality air conditioning systems.





## Zamil Central Air Conditioners Launches Explosion-Proof Packaged Air Conditioning Systems

Zamil Central Air Conditioners Co. has recently developed custom-built explosion-proof packaged air conditioning systems that meet the area classification up to 400 MBtu/h. The new custom packaged units range from modified commercial grade systems to fully custom designs with cooling capacities ranging from 3 to 35 tons, with many options available.

The new units, which meet the energy efficiency standards of ASHRAE/IES Standard 90.1-2016 and SASO 2874 Minimum Energy Performance Standards (MEPS), have been fully tested for operational performance and effectiveness and are certified for hazardous duty operation

in commercial, industrial, and offshore applications. They were designed by Zamil Air Conditioners' professional engineering staff and are fully certified for operational performance and compliance to UL 1995, UL 1203, and ISA 12.12.01.

All make/break components in the new units are either explosion-proof certified or installed inside an explosion-proof enclosure. They feature an anti-static blower belt and an anti-spark copper fan inlet cone. The company can provide explosion-proof third-party certified heaters as well as anti-corrosive multi-resistant coatings.

Zamil Air Conditioners explosion-proof packaged

air conditioning systems are ideal for large buildings with multiple rooms or zones, and provide critical cooling to maintain a stable internal temperature in Class I, Division 1 or 2, or Zone 1 or 2 hazardous or unclassified locations, with various gas types and temperature codes. They comply with most clients' specifications. They are suitable for severe duty operations and all units have easily serviced explosion-proof control systems.

These specialized systems can be utilized in various industrial applications such as oil refineries, chemical plants, offshore platforms, gas plants and pipelines, mining industries, fuel transfer docks and pumping stations.

# Zamil Central Air Conditioners Develops New Air-Cooled Water Chiller

Zamil Central Air Conditioners Co. has recently developed a new air-cooled water chiller (ASV) with integrated variable speed drive that provides a variable cooling capacity up to 390 TR. It uses the environment friendly refrigerant R134a.

The ASV chiller is energy-efficient and requires less service and maintenance than other similar systems. The primary variable flow system features a low starting current, suitable for hot ambient conditions, a compact footprint, reducing both space and weight, low noise, high Integrated Part

Load Value (IPLV) and a shorter payback period for customers. The unit provides customers with a cooling solution that delivers truly sustainable performance and operation.

The ASV chiller is accredited and has achieved performance certificate AHRI 550/590 and UL-1995 safety certification, and complies with SASO and ASHRAE 90.1 standards. Its additional options and features have been considered to improve efficiency, serviceability, and accessibility.

The new chiller is suitable for both commercial and light industrial chilled water applications. It operates efficiently and reliably. It features a smart controller that has multiple options for safe operations, as well as being suitable for all control protocols and fully compatible with building management systems.





# Zamil Industrial Wins Occupational Safety and Health Champions Award 2018 from the Ministry of Labor and Social Development



For the second consecutive year, Zamil Industrial Investment Company (Zamil Industrial) has received the Occupational Safety and Health (OSH) Champions Award 2018 for the company's excellence in OSH practices and its exceptional record in OSH performance levels.

The award, which was launched by the Ministry of Labor and Social Development in Saudi Arabia, aims to establish and promote the principles of safety and health in private sector organizations, as part of the ministry's efforts to achieve a stable workforce, attract new workers, enhance work performance, ensure worker safety and health, and maintain the workplace property and environment.

His Excellency, the Minister of Labor and Social Development, Eng. Ahmed bin Suleiman Al-Rajhi, presented the awards to the representatives of the winning companies at a ceremony held on January 10, 2019, at the Ministry of Labor and Social Development in Riyadh, Saudi Arabia, in the presence of H.E. Deputy Minister of Labor and Social Development Dr. Abdullah Bin Nasser Abuthnain.

The OSH award targets three sectors of activity, including construction, industry, and commerce, based on the latest statistics, which indicate high rates of injuries and work accidents in these areas during the past few years. The award recognizes companies that observe best practices in

occupational safety and health in these specific sectors and aims to raise awareness among employers and employees regarding the importance of taking appropriate measures to protect workers from accidents and illness at work.

The winning organizations were chosen based on their benchmarking measures, records, and evaluation of their performance, in line with global best practices in OSH. They were also rated on five additional factors: their OSH records, the commitment of senior management to workplace health and safety, the strength and quality of their OSH management systems, the existence of reporting and communication channels, and their guidance and educational programs.

# Zamil Industrial Selected as Winner of the United Safety Council Gold Award for 2018

Zamil Industrial Investment Co. (Zamil Industrial) has been selected by the United Safety Council (USC) as the winner of the Gold Award for Corporate Safety for 2018. The company was selected from among 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, and the thoroughness of the Safety Key Performance Index conducted every quarter.

The award committee cited the company's extraordinary improvements in its accident frequency rating, severity rate, and the outstanding reductions achieved in lost-time injuries and recordable injuries.

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.

These international awards acknowledge the significant contributions made by 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, healthy 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. It is a member of the American Association of Safety Councils, an international safety and services association.



# Zamil Steel Vietnam Wins Prestigious Golden Dragon Award for the 16<sup>th</sup> Consecutive Year



Zamil Steel Buildings Vietnam Co., Ltd., a subsidiary of Zamil Industrial Investment Co., has been awarded the prestigious Golden Dragon Award for the 16th consecutive year, marking its 22 years of excellence in Vietnam and Southeast Asia. The awards ceremony was held in Hanoi on April 6, 2019.

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 foreign-invested enterprises.

Among the 60 foreign-invested 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 CoolCare Receives 2018 Best EHSS Contractor Award from Petrokemya in Jubail

The Maintenance, Repair, and Overhaul (MRO) business unit at Zamil Air Conditioning & Refrigeration Services Co. Ltd. (Zamil CoolCare) has received the "2018 Best Environment, Health, Safety & Security (EHSS) Contractor" award from the Arabian Petrochemical Company (Petrokemya), a manufacturing affiliate of the Saudi Basic Industries Corp. (SABIC) in Jubail Industrial City. The award was made in recognition of the company's commitment and excellence in EHSS performance among all contractors engaged by Petrokemya.

Mansour Al-Qasoumi, President of Petrokemya, and Mosaed Al-Ohali, Executive Vice President of Corporate Finance at SABIC, presented the award to Zamil Industrial representatives at the company's annual gathering event held on February 20, 2019, in Jubail.

It is a remarkable accomplishment, realized through relentless efforts over the years, focused engagement with respect to a predefined Key Performance Indicator (KPI) system for SABIC contractors, and

competing with other established industrial partners. The award proves Zamil CoolCare's capability to meet and exceed customer expectations as a business partner, through effective leadership and competence in a stringent EHSS culture.



## Zamil Process Equipment Company Wins Safety Excellence Silver Award Two Years in a Row



Zamil Process Equipment Co. (ZPEC) has won Silver in Zamil Industrial's Safety Award of Excellence Program for 2018.

This is the second consecutive year that ZPEC has won this award; the program was introduced in 2010. The

company earned a rating of 84% against the defined key performance criteria for 2018.

This great achievement is the cumulative result of the work of both management and employees. It demonstrates the organization's leadership and unmatched commitment in providing a safe and healthy working environment to employees while aiming at the effective management of safety systems and best practices.



## **RANCO & Zamil Concrete Industries Factory** Receives Zamil Industrial Joint Venture Safety Excellence Award 2018

The Rabiah & Nassar and Zamil Concrete Industries (Ranco & Zamil) factory in Riyadh had the best health, safety, and environmental (HSE) performance among Zamil Industrial joint venture companies in 2018. For the third consecutive year, the factory received the Zamil Industrial Safety Award of Excellence.

The award ceremony was held on March 27, 2019, at the Ranco & Zamil factory in Riyadh. During the event, the HSE Excellent Leadership Award was presented to Faisal Al Rabiah, general manager of Ranco & Zamil, for his exemplary support of the loss prevention programs and initiatives, and the effective management of health and safety programs in the company.

This great achievement is the cumulative result of the work of both management and employees. It demonstrates the organization's commitment to ensuring that it has a safe and healthy working environment and well-managed safety systems.



## Zamil Higher Institute for Industrial Training Conducts an Advanced HVAC Training Course for Ministry of Defense Employees

Zamil Higher Institute for Industrial Training recently delivered an intensive five-day training course on chilled water central air conditioning units to a group of engineers and technicians from the Ministry of Defense.

The course formed a part of the participants' continuous

career development, and focused on the repair and maintenance of chilled water system types of central air conditioning units. They participated actively during the course, which included a factory visit, and were very keen to learn new skills in the troubleshooting of water chillers.

It is worth mentioning that this is the third specialized training course delivered by the training institute in the past two years, to the benefit of many Ministry of Defense employees. There are plans to deliver many more specialized training courses for various departments of the ministry in the near future.

# Zamil Air Conditioning & Refrigeration Services Conducts Technical Workshops for the Ministry of Health

Zamil Air Conditioning & Refrigeration Services Co. Ltd. (Zamil CoolCare) recently conducted technical workshops on advanced HVAC systems engineering and the recent methods in the maintenance of HVAC systems for a group of employees of the Ministry of Health from across the Kingdom. The workshops were held at the company's premises in Dammam First and Second Industrial Cities.

Additionally, the group toured the production lines and manufacturing facilities, where they were briefed on important recent accomplishments, to observe the production technologies, processes, and work progress—and to learn more about the procedures involved in the production of various air conditioning systems and units.



# Zamil Industrial Loss Prevention Department Holds a Lecture for Students and Lecturers of Dammam Community College



Loss Prevention Department (CLPD) at Zamil Industrial conducted a lecture entitled "Methods of Investigation of Occupational Accidents and Injuries" for students and lecturers of Dammam Community College. The college is part of King Fahd University of Petroleum and Minerals. The lecture was held on Thursday, February 28, 2019, at the headquarters of the college in Dammam.

occupational injuries; the proper classification of work injuries; the objectives of investigating occupational injuries and accidents; and the appropriate and correct ways to identify the main causes of occupational injuries and work accidents.

At the end of the lecture, the participants discussed and reviewed examples of occupational injuries and accidents and the best ways to deal with and investigate occupational accidents in the workplace, as well as the importance of ensuring that recommendations are proactively followed up and implemented.

As part of the social responsibility programs and initiatives implemented by Zamil Industrial in cooperation with various governmental institutions and civil society organizations, the Corporate

The awareness lecture was delivered by Eng. Khaled Al-Ghamdi, Head of Health, Safety and Environment (HSE) Operations at CLPD, and comprised various topics related to HSE, including the definition and types of



## Certified Occupational Safety Specialist Third-Batch Training

In line with the goals and objectives of the management of the Corporate Loss Prevention Department (CLPD) at Zamil Industrial to maintain competitiveness at par with the world's heavyweights in occupational safety and health arena, selected staff of CLPD took part in a five-day course, Certified Occupational Safety Specialist (COSS), held on December 9–13, 2018, at the CLPD office.

The training was conducted by Mr. Asim Bukhari, 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, final written examination, a five-minute safety presentation, and compliance moments. 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, who coordinate the successful implementation of corporate safety and health plans; coordinate and maybe even conduct safety and health training; and/or provide support to safety and training managers.

Zamil Industrial is the first private company that acquired the COSS program in the Kingdom of Saudi Arabia. The COSS program was initially introduced in Saudi Aramco.



# Health and Wellness Program 2019

The Human Resources Department at Zamil Industrial, in collaboration with Al-Kahhal Medical Centers and Sabeel Al-Shifaa for Hearing, held the annual Health Lounge for Zamil Industrial employees on April 21–28, 2019, 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, the Health Lounge focused on raising employee awareness of overall good health.



ear test; and interpretation of results and intervention recommendations from a general practitioner.

Medical services available in the Health Lounge included: blood sugar measurement; blood pressure measurement; body mass index; dental check-up; eye check-up;





## Zamil Industrial Participates in The Big 5 Saudi 2019 in Jeddah

Zamil Industrial sector businesses participated in the 9th annual International Building and Construction Show, The Big 5 Saudi 2019, conducted at the Jeddah Center for Forums and Events on March 10–13, 2019.

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 in HVAC-R Egypt Expo – ASHRAE 2019 in Cairo

Zamil Industrial participated in the HVAC-R Egypt Expo – ASHRAE 2019, the 4th International Exhibition and Conference for Heating, Ventilation, Air Conditioning, Refrigeration, Thermal Insulation and Energy. The event was held on April 11–13, 2019, at the Egypt International Exhibitions Center in Cairo.

HVAC-R Egypt Expo 2019 connected more than 170 national and international organizations, including architects, engineers, contractors, property developers, and air conditioning solution providers. HVAC-R Egypt Expo is an exhibition of new technologies combined in one platform. More than 5,800 people visited the exhibition this year.

HVAC-R Egypt Expo ASHRAE is the only Egyptian platform to source for the latest HVAC&R equipment, products and technology, and it has been serving the Egyptian and international suppliers of the HVAC-R industry for its three editions to date. In this fourth edition, the exhibition has expanded its scope to cover specialists in sectors such as electricity, pumps, new and renewable energy, and firefighting. It is the ideal platform for international manufacturers and suppliers to launch new products, talk with buyers, appoint agents and distributors, build brand awareness, and establish business networks.





## Zamil Air Conditioners Participates as Gold Sponsor of HVACR Expo Saudi 2019 in Riyadh

Zamil Air Conditioners, along with Zamil Air Conditioning & Refrigeration Services Co., participated as a Gold Sponsor of HVACR Expo Saudi 2019, the region's largest dedicated event for commercial heating, air conditioning, ventilation and refrigeration. The event was held on January

28-30, 2019, at the Riyadh International Convention and Exhibition Center.

This year's exhibition hosted over 85 of the industry's top regional and international brands showcasing the latest solutions the industry has to offer. HVACR Expo Saudi is a

gathering of trusted quality vendors and influential experts who come together to discuss trending issues, regulations, policies and standards – working together to create a greater impact on the economy as a whole.

# Zamil Industrial Participates in OSH Workshop in Riyadh

On January 24, 2019 the Corporate Loss Prevention Department at Zamil Industrial participated in a workshop titled "Enhancing the Occupational Safety and Health Profession in Private Sector Organizations." It was organized by the Ministry of Labor and Social Development and held at the Riyadh Chamber of Commerce and Industry.

The workshop is part of the cooperation between government sectors, the private sector, and non-profit organizations in various fields.



## ... and Participates in SASO Workshop in Riyadh

The Corporate Loss Prevention Department at Zamil Industrial participated in a workshop entitled "The Standard Specifications of Occupational Safety & Health", organized by the Saudi Standards, Metrology, and Quality Organization (SASO) in cooperation with the Ministry of Labor and Social Development on March 24, 2019, at the headquarters of SASO in Riyadh.

The workshop addressed a number of topics related to occupational safety and health, including the management of the activities and responsibility when using construction machinery and equipment, and safety procedures and tools applicable in the workplace to protect workers from potential accidents and injuries.



## Zamil Air Conditioners Welcomes Visiting Delegation from the Saudi Society for Quality

Zamil 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 February 20, 2019. The visit helped the delegates learn more about Zamil Air Conditioners' experience with the implementation of Kaizen principles for continuous improvement in quality, technology, and processes.

A technical presentation of the implementation of the Kaizen methodology in Zamil Air Conditioners factories was delivered to the delegation, followed by a workshop discussion on the concept of Kaizen application, in addition to practical training on applying Kaizen principles in the manufacturing facilities.



# Delegation from College of Medicine at Imam Abdulrahman bin Faisal University Visits **Zamil Central Air Conditioners Factory** in Dammam

As part of the cooperation between national factories and educational and health institutions, a number of master's students from the Department of Occupational Medicine of the College of Medicine at Imam Abdulrahman bin

Faisal University paid a visit to the Zamil Central Air Conditioners factory in Dammam on February 18, 2019.

The visit's objective was to observe the Occupational Safety and Health practices

and procedures at the manufacturing facilities, which are essential for protecting the health of workers and the health of the surrounding community.

The visitors toured the plant and observed the safety

procedures and practices on the production lines and for manufacturing operations. They were also briefed on some safety equipment, air pollution measurement devices, and noise and air quality in the workplace.



# Secondary Industrial Institute Students Visit **Zamil Structural Steel Company**

On February 27, 2019, a group of students from the Secondary Industrial Institute in Al-Ahsa Governorate made a field trip to the Zamil Structural Steel Company in Dammam Second 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 Steel.

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

