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Zamilindustrial

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Zamil Industrial Investment Company Announces Its Interim Financial Results for the Nine-Month Period Ending 30 September 2023

Zamil Industrial
Investment
Company has
announced its
consolidated interim
financial results for
the period ending 30
September 2023.



Revenue for the third quarter of 2023 amounted to SAR 1,225 million, compared with SAR 1,011 million for the same period in 2022, an increase of 21 percent.

Gross profit for the third quarter was SAR 163 million, compared with SAR 155 million for the same period in 2022, an increase of 5 percent.

Operating profit for the third quarter was SAR 663 thousand, compared with SAR 33.5 million for the same period in 2022, a reduction of 98 percent.

Net loss for the third quarter of 2023, after deduction of Zakat and tax, was SAR 33 million, compared with net profit SAR 2.4 million in the same period in 2022.

Total comprehensive loss for the third quarter was SAR 34 million, compared with a total comprehensive loss of SAR 1.8 million in the corresponding quarter last year.

Revenues for the nine-month period ending 30 September 2023 amounted to SAR 3,390.5 million, compared with SAR 2,865 million for the same period in 2022, an increase of 18 percent.

Gross profit for the nine-month period was SAR 465 million, compared with SAR 377.7 million for the same period in 2022, an increase of 23 percent.

Operating loss for the nine-month period was SAR 141.5 million, compared with operating profit SAR 3.6 million for the same period in 2022.

Net loss for the nine-month period ending 30 September 2023, after deduction of Zakat and tax, was SAR 231 million, compared with a net loss of SAR 78 million for the same period in 2022.

Total comprehensive loss for the nine-month period was SAR 240.5 million, compared with a total

comprehensive loss of SAR 95.9 million for the corresponding period in 2022.

Total Shareholders' Equity (after deducting minority equity) as of 30 September 2023 amounted to SAR 530 million, compared with SAR 870 million as of 30 September 2022, a decrease of 39 percent.

Loss per share for the nine-month period was SAR 3.85, compared to loss per share of SAR 1.31 for the same period in 2022.



Zamil Projects Awarded SAR 758.7 Million Contract

Zamil Projects, a business unit within Zamil Air Conditioning and Refrigeration Services Company, has been awarded a contract worth SAR 758.7 million by Al Muhammadiyah Hospital for Healthcare Company, a subsidiary of Dr. Sulaiman Al Habib Medical Services Group, for the Al Muhammadiyah Hospital project in Jeddah, western Saudi Arabia.

Zamil Projects will oversee and monitor the project involving the supply, installation, and operation of the hospital's mechanical, electrical, and plumbing systems."

The project covers an area of approximately 24,000 square meters, including a state-of-the-art hospital with 270 clinics and a total capacity of 350 beds. Equipped with the latest

medical equipment and led by top-tier specialists, consultants, and an experienced medical team, the new facility is expected to be fully operational by the end of 2024.

Additionally, the project includes supplying, installing, and commissioning 18 Variable Frequency Drive (VFD) chillers, along with 18 primary and 8 secondary pumps, 1653 FCUs, 110 AHUs, 149 exhaust fans, and 1355 precision air devices. The MEP works encompass ducting, chilled water piping, chemical dosing, and a comprehensive firefighting system, including water-based suppression, water mist, NOVEC, Foam systems, and fire pumps.

Zamil Steel Construction Awarded SAR 718 Million Contract

Zamil Steel Construction Company has been awarded a contract worth SAR 718,750,000 by Maersk Arabia Logistics Services to construct multi-purpose warehouses and a logistics yard at the Jeddah Islamic Port in the western region of Saudi Arabia.

Under the contract, Zamil Steel Construction will complete all work required to construct warehouses, offices, and loading areas, including structural, civil, finishing, and MEP work. The company will also supply various products, including HVAC systems, steel buildings and structures, insulation panels, and rock wool and fiberglass insulation materials.

The project considers sustainability requirements and applies the Green Building Code standards at the Golden Level. Solar panels will also be installed to generate approximately 15 megawatts of electrical energy. Zamil Steel Construction Company caters to clients requiring comprehensive industrial and commercial steel structures solutions. The company provides engineering, procurement, and construction services for new projects in various market sectors. It also includes the design, fabrication, and supply of steel buildings and related civil works, erection of steel buildings, and installation of firefighting and fire alarm systems, architectural materials, mechanical systems, electrical systems, and plumbing works under turnkey contracts using full-site management teams.

Zamil Steel Construction Awarded SAR 574 Million Contract

Zamil Steel Construction Company, awarded a contract with SAMI LAND Systems for the construction of an industrial complex that will develop, design, and manufacture land defense systems in Al-Kharj, Saudi Arabia. Advancing the company's strategic direction expanding in the industrial sector includes HVAC products and services, steel structures, and insulation materials.

The value of the contract is SAR 574,885,000. The scope includes performing all required work to construct the manufacturing facilities, utility buildings, admin offices, and external areas and includes structural, civil, finishing, and MEP works. The company will supply its HVAC products and services, insulated panels, steel structures, and insulation materials. The duration of the contract is 16 months.

It is expected to have a positive financial impact upon completion of each phase of the project.





Zamil Air Conditioners Inaugurates New VRF Systems

Factory in Dammam

Zamil Air Conditioners, in cooperation with Samsung Electronics, has inaugurated the first specialized factory for the production of indoor and outdoor air conditioners using advanced VRF (Variable Refrigerant Flow) technology.

The inauguration ceremony was held in Dammam First Industrial City in the presence of Samsung CEO Young June Choi, Zamil Air Conditioners President Ahmed Al-Zaatari, and Vice President Turki Al-Ghamdi, as well as senior executives from Zamil Air Conditioners and Samsung.

Earlier this year, Zamil Air Conditioners and Samsung Electronics

signed a joint cooperation agreement to enhance and expand the quality of cooperation between the two companies in various fields. This includes the local production of VRF air conditioners by Zamil Air Conditioners in cooperation with Samsung.

Indoor and outdoor air conditioning systems that operate with advanced VRF technology offer energy efficiency, zoning capability, flexibility, quiet operation, improved indoor air quality, and enhanced control and monitoring. These benefits make VRF systems a popular choice for both residential and commercial applications.









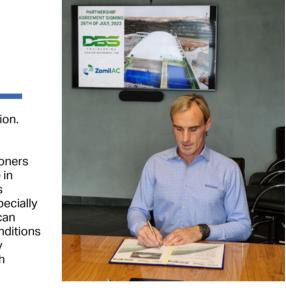
Zamil Air Conditioners Signs Partnership Agreement with DBS Engineering

Zamil Air Conditioners has signed a partnership agreement with DBS Engineering, a European-based global leader in the development and production of air domes, to jointly develop and implement state-of-the-art air conditioning systems in air domes in the GCC region.

These systems have been carefully designed and tailored to meet the specific requirements of the GCC region, taking into account the extreme

temperatures prevailing in the region.

The agreement between DBS Engineering and Zamil Air Conditioners represents a significant milestone in the advancement of indoor sports infrastructure in the region. The specially designed air conditioners, which can withstand challenging climatic conditions while meeting international quality and technical standards, set a high benchmark for the industry.











Zamil Steel India

Supplies Pre-engineered Buildings for a Seed Processing Plant

Zamil Steel Buildings India has successfully supplied pre-engineered buildings to one of India's leading and most trusted seed companies in the central Indian state of Chhattisgarh. The scope of work included the design, fabrication, supply, and erection of pre-engineered steel buildings for a seed processing plant covering an impressive area of over 17,460 square meters, completed within a stipulated time frame of 160 days.

The building was designed and delivered to accommodate an inclined plane, demonstrating the technical expertise and adaptability of the Zamil Steel team. With a building width of 45.73 meters and a length of 365.85 meters, the project presented unique challenges that were skillfully overcome by Zamil Steel's dedicated professionals. Precise planning







and execution were essential to achieve accurate ground-level measurements. The use of the MaxSEAM® Roof System with roof monitor, the use of the EOT crane, and the 24-piece canopy with soffit highlight the innovative and cutting-edge solutions utilized by Zamil Steel on this project.

Zamil Steel has contributed to the growth of the agricultural sector by providing world-class infrastructure to support its customers' seed processing operations. This successful collaboration demonstrates Zamil Steel India's commitment to excellence, timely delivery of quality solutions, and meeting the unique needs of our valued customers.



.. and Participates in "Global Logistics & Warehousing Show" and "Warehousing Asia"

Zamil Steel Buildings India participated in the Global Logistics & Warehousing Show, a three-day event hosted in Chandigarh, Punjab, from August 25 to 27, 2023. The Zamil Steel India team interacted with numerous visitors from the B2B sector who showed a keen interest in learning about Zamil Steel's wide assortment of products.

The Global Logistics & Warehousing Show in Chandigarh is one of the major exhibitions in logistics, warehousing, material handling, automation, storage, and supply chain sectors. It delivers the most valuable and comprehensive business-to-business networking event for the perishables industry. Companies participating in the event

gain significant brand recognition and targeted business development opportunities in front of key buying audiences. These audiences produce, handle, store, transport, or are involved in the distribution of perishable products and are seeking to optimize their supply chain and improve facility operations.

And participated in the three-day Warehousing Asia 2023 exhibition from September 9 to 11 in Indore, Madhya Pradesh.

During the event, the Zamil Steel India team interacted with numerous B2B visitors keen to learn about the company's offerings for their forthcoming projects.



Zamil Steel Vietnam Supplies PEBs and Steel Structures for Prestigious Projects in Malaysia and the Philippines



Zamil Steel Buildings Vietnam is constructing a new metal factory on the west coast of Peninsular Malaysia, in Selangor State, for a leading distributor and integrated manufacturer of supplies for pipeline systems, infrastructure, and construction in Malaysia. The factory's footprint will exceed 10,500 square meters and contribute to the client's increased production capacity.



In related developments, Zamil Steel Buildings Vietnam is presently undertaking a notable project in the Philippines. The company is constructing a rice mill for a renowned client in the country's food processing and production industry. This massive undertaking comprises two phases and includes designing, manufacturing, supplying, and erecting pre-engineered steel buildings for the mill. The project poses significant challenges, with extended spans and intricate designs. It weighs over 3,000 tons and requires tremendous expertise, superior engineering, and manufacturing capabilities to ensure its success.





Zamil Steel Vietnam Supplies PEBs and Steel Structures for Significant Projects in Bangladesh and Indonesia







Additionally, Zamil Steel Vietnam is constructing a coal shed for a prestigious customer in Indonesia. The project weighs 2,300 metric tons and features steel arch trusses with a clear span of 130 meters using hollow sections. The welding and fabrication work for this project must meet extremely high standards.











As sustainable construction becomes increasingly important, cost-effectiveness, versatility, and durability remain critical factors in construction projects. With an increasing number of industries recognizing the advantages of these structures, the use of pre-engineered steel buildings is anticipated to grow in the years ahead.

Zamil Air Conditioners Supplies Aramco's "Marjan Offshore" Project



Zamil Air Conditioners has secured a contract to supply a range of air conditioning and ventilation units meeting specific standards for Saudi Aramco's "Marjan Offshore PKG 2" project, located 200 kilometers from Jubail Industrial City.

The scope of work includes

- Supplying a set of high-quality integrated units.
- Totaling up to 6 units.
- Provide a total cooling capacity of 500 refrigeration tons for the project.

The significance of developing the "Marjan Offshore PKG 2" project stems from enhancing Saudi Arabia's gas production capacity and contributing to economic diversification in the chemical industries, thereby improving efficiency by reducing liquid fuel consumption and increasing gas utilization for electricity production.



Zamil Projects Awarded "SAFIRA" Project Contract

Zamil Projects, a business unit within Zamil Air Conditioning and Refrigeration Services Company, has been awarded a contract for the Saudi Arabia Fabrication In-Kingdom Ras Al-Khair "SAFIRA" Project, located at The King Salman International Complex of Maritime Industries and Services in Ras Al-Khair, Saudi Arabia.

The contract scope includes Engineering, Procurement, and Construction (EPC) for several packages of the project, which also includes Mechanical, Electrical, and Plumbing (MEP) works. The project is a key initiative supporting Saudi Arabia's Saudi Vision 2030 as a global logistics hub. Zamil Projects is committed to dedicating

all its efforts and expertise to deliver it on time while adhering to the highest standards of quality and excellence. The company will maintain advanced security and safety measures through its modern methodologies.



Zamil Air Conditioners Boosts Performance and Efficiencies with Windchill+

Our collaboration with PTC, an internationally renowned technology giant that helps companies achieve their digital transformation goals, has resulted in a major accomplishment. By implementing the innovative PTC Windchill+ solution, Zamil Air Conditioners has made great strides in improving its operational efficiency.

By making this strategic decision, we will be able to speed up our design and production processes, enhance the quality of our products, and significantly cut down on expenses. PTC has been instrumental in helping businesses achieve their digital transformation goals. Their visionary technologies provide us with the ability to create innovative products, solutions, and a dynamic workforce. The Windchill+ solution is a perfect example of this dedication, offering an incredibly feature-rich PLM solution as a service.

Zamil Air Conditioners has been empowered by Windchill+ PLM, which offers a range of benefits that optimize various aspects of product development and management. The platform provides a comprehensive digital ecosystem, from conceptualization to manufacturing and distribution. By utilizing Software-as-a-Service (SaaS) architecture, Zamil Air Conditioners can remain ahead of the game with automatic software updates, top-notch security, and the rapid integration of new PLM functionalities.

This marks a significant milestone for Zamil Air Conditioners, as it streamlines operations, promotes collaborative excellence, adheres to regulations, enhances cost efficiency, and facilitates data-driven decision-making. With this advancement, Zamil Air Conditioners can expand its digital footprint and continue moving forward with its digital transformation roadmap.

Zamil Steel Construction Achieves 2 Million Safe

Man-Hours in Riyadh





Zamil Steel Construction Company is proud to have reached a significant safety milestone with our client, BACS, at the 1F4/5A1 National Museum Station project in Riyadh. Together, we have achieved an incredible 2,000,000 safe man-hours without a losttime accident or injury. This accomplishment reflects our unwavering commitment to maintaining the highest safety standards on every project we undertake. We are grateful for the dedication and hard work of our team members and collaborators at BACS, who have played a crucial role in achieving this goal.



Zamil Steel Construction

Achieved 250 Thousand Safe Man-hours in Jeddah

Zamil Steel Construction Company has achieved a remarkable milestone of 250,000 safe man-hours without a lost-time accident or injury at the MAERSK Logistics Park project in Jeddah.

This achievement speaks volumes about the company's dedicated team's ongoing

commitment to safety and the highest standards of work. The collective efforts of the Zamil Steel Construction team have made it possible to maintain a safe and productive environment for everyone involved in this project.

Zamil Steel Wins "**TEKLA BIM Award Middle East 2023**" in Infrastructure Category



Zamil Steel is thrilled to announce that it has been awarded the prestigious "TEKLA BIM Award Middle East 2023" in the "Infrastructure" category. This esteemed recognition is a testament to Zamil Steel's commitment to excellence and innovation in the construction industry.

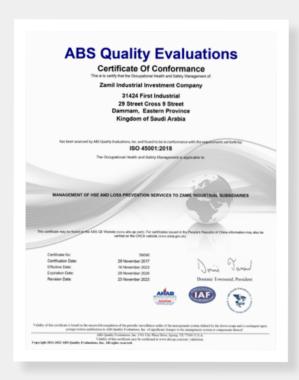
The winning project is the remarkable steel bridge at "The Move – North Beach Cresent" project in Jubail, eastern Saudi Arabia. In addition to the artistic bridge, the project features luxurious leisure facilities, entertainment, and fine dining. This iconic structure showcases Zamil Steel's expertise in designing and engineering state-of-the-art infrastructure solutions.

Zamil Steel's triumph in winning this award is particularly noteworthy as it marks the company's first participation in the Middle East competition. This achievement underscores Zamil Steel's ability to deliver exceptional results and exceed industry standards. Zamil Steel's success in this competition further solidifies its position as a leader in using advanced technologies to drive progress and efficiency within the industry.

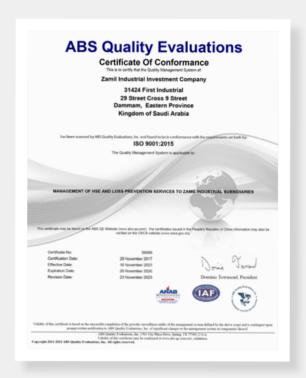
Zamil Industrial Investment Company receives (**ISO 9001**, **ISO 14001** & **ISO 45001**) for Corporate Loss Prevention

Corporate Loss Prevention Department at Zamil Industrial Investment Company has Successfully received (ISO 9001, ISO 14001 & ISO 45001).

They have been assessed by ABS Quality Evaluations, Inc. and found Zamil Industrial Investment Company to conform with the requirements set forth by (ISO 9001:2015) for the quality management system.



Zamil Industrial Investment Company has also received (ISO 14001:2015) Environmental Management System. It aims to reduce and eliminate the adverse impact of a company's actions on natural resources. And also received (ISO 45001:2018) Occupational Health & Safety Management System. The (ISO 45001) will give a company all the necessary tools and techniques to minimize on-job incidents, proactively improve health and safety performance, prevent injuries, and promote a safety culture within the environment.



The Quality Management System 9001 is a set of standards and conditions related to the quality of the product provided by the company, and it is an acknowledgment that the product meets all international quality standards.



Zamil Industrial Employees Participate in Toyota's Flexible Manufacturing System Training Program in Japan









A number of Zamil Industrial employees participated in a training course on Toyota's Flexible Manufacturing System, organized by the Saudi Ministry of Industry and Mineral Resources in cooperation with its Japanese counterpart. The program consisted of theoretical lectures and factory visits to exchange knowledge and transfer Japanese expertise.

The program, which was held in September 2023, saw the participation of several employees from local factories and talented students from national institutions.



Zamil ConstructionConducts "CANDYRIB" Training Program

Zamil Construction conducted two-day in-house training for the CANDY-RIB software by the tendering and estimation team.

The program aimed to empower participants in implementing this cutting-edge technology, which is expected to improve the efficiency, accuracy, and progress of estimation and costing processes.

Resignations and New Appointments at Zamil Industrial



Concurrently, Mohammad Al-Harbi (Non-Executive Board member) has been appointed the company's Managing Director.

And he is amending his membership status to be an Executive Member as of January 16, 2024.

This comes after he resigned from the position of Chairman of the Audit Committee and a modification in his membership status to an executive member, effective from January 16, 2024.



After a remarkable tenure of leadership and supervision, Zamil Industrial Investment Company announces the resignation of its Chief Executive Officer, Mohammed Al-Sahib, from his position, effective January 15, 2024, to pursue his professional career.

We extend our gratitude to AI -Shaib for his dedicated efforts and wish him success in his future endeavors.



Additionally, Adel Al-Ghassab (Independent Board Member)

has been appointed as a member of the Audit Committee, effective January 17, 2024, to complete his predecessor's remaining tenure for the current Board term, which ends on April 30, 2025.

Prime Minister Pham Minh Chinh Highly Appreciated **Zamil Steel's** Activities in Vietnam and Hopes the Group Continues to Expand Investment

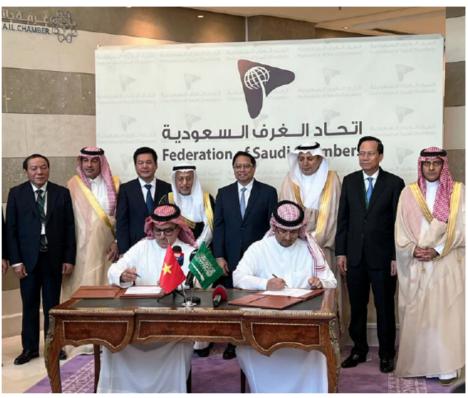
On the 18th of October 2023, Prime Minister Pham Minh Chinh, accompanied by a high-ranking Vietnamese delegation, arrived in Riyadh to attend the ASEAN-Gulf Cooperation Council (GCC) Summit. During their visit to Saudi Arabia, they met with leaders of countries, leading corporations, and large investment funds.

Upon landing at Riyadh airport, Prime Minister Pham Minh Chinh met with leaders of Zamil Group, Zamil Industrial Investment Company (ZIIC), and Zamil Steel Vietnam. Representatives of the Ministry of Foreign Affairs of Vietnam and



relevant ministries and agencies also attended the meeting. On the Zamil Group side, there were Mr. Abdulrahman Al Zamil - Chairman of Zamil Group, Mr. Bander Abdulrahman Al Zamil - Vice Chairman, ZIIC, Mr. Mohammed Al Sahib - CEO of ZIIC, Mr. Nawaf Al Zamil - President of Zamil Steel Holding Company, Mr. Krishnakanth Kodukula – General Director of Zamil Steel Vietnam and Mr. Truong Duc Phuong – Head of Finance of Zamil Steel Vietnam.

During the meeting, Mr. Abdulrahman Al Zamil extended a warm welcome to Prime Minister Pham Minh Chinh to Saudi Arabia and expressed his appreciation for the Vietnamese Government's support of Zamil Group and Zamil Steel Vietnam's activities over the past twenty-six years.



Zamil Steel Buildings Vietnam Co., Ltd (Zamil Steel Vietnam) was established in 1997, and its first factory was built in Noi Bai Industrial Zone, Hanoi. The company's revenue grew rapidly for a decade, leading to the construction of a second factory in Southern Vietnam in 2008. Since then, Zamil Steel Vietnam has provided more than 7,000 preengineered steel building projects for domestic customers and exported to the entire ASEAN region, America, Japan, Australia, and other regions.

Prime Minister Pham Minh Chinh acknowledged Zamil Steel's contribution to the development of Vietnam's economy, thanks to the two factories it built locally, which created jobs for over 1,000 employees and exported products from Vietnam to other economic regions. The Prime Minister expressed his hope that Zamil Group would consider expanding production activities to other areas, such as industries with high technical content and environmentally friendly practices.

In response, Mr. Abdulrahman Al Zamil affirmed the Group's development strategy in the Vietnamese market and expressed his desire that Vietnam would create more favorable conditions for the Group to export products to countries in the region.



On 13 September 2023, a Saudi commercial delegation of 80 male and female entrepreneurs representing more than 50 Saudi companies, accompanied by representatives of specialized national bodies and centers, visited the factory of Zamil Steel Company in Vietnam, one of the most prominent Saudi industrial enterprises in the capital of the Socialist Republic of Vietnam, which had spent more than 25 years

representing Saudi cross-border investments. The visit was part of the delegation program to visit several Vietnamese cities and to learn about investment opportunities in the framework of trade, investment

and industrial cooperation between the two countries.

The visiting delegation was welcomed by Nawaf Mohammed Al Zamil, President of the Zamil Steel Holding Company, as well as by several officials of the Zamil Steel Buildings Vietnam Company. During the visit, the delegation was briefed on the production lines of the plant, the identification by officials of its operational capacity, and its evidence of the efficiency of Saudi industry to compete globally, given the Kingdom's vision of increasing domestic output.



Saudi Business Delegation Visits **Zamil Steel** Factory in Vietnam



This is an indication of the natural output of Saudi industry activities in many industrial development projects that are lighting up the Kingdom's industrial renaissance.



The Saudi Ambassador to Vietnam, Mohammed Ismail Dahlawi, praised the visit of the Saudi commercial delegation of the Republic of Vietnam, which was part of the knowledge of economic experiences and investment opportunities in the various target sectors and was one of the largest Saudi commercial delegations. It represented several sectors in the Kingdom and many important Saudi companies.











Zamil Industrial

Participates in the "**Big 5**" Show 2023 in Dubai

As part of their continued branding and networking effort, Zamil Industrial participated in the "Big 5 Global" Building and Construction Show 2023, held in Dubai, United Arab Emirates, from December 4 to 7 at the Dubai World Trade Center.







Zamil Industrial Participates in Wadaef Job Fair 2023



Zamil Industrial participated in the Wadaef Job Fair 2023, held at Dhahran Expo from October 23 to 26, 2023, under the patronage of Prince Saud bin Naif bin Abdulaziz, Governor of the Eastern Region.

The event, which showcased more than 5,000 job opportunities from nearly 120 participating companies from across the Kingdom, provided an important opportunity for job seekers of both genders, especially the most qualified, to meet with various national and international companies to discuss their professional goals and learn about available career opportunities.







Civil Engineering Graduates Visit **Zamil Steel** Pre-Engineered Buildings

35 graduates from the College of Civil Engineering at Imam Abdul Rahman bin Faisal University visited the Zamil Pre-Engineered Steel Buildings Company on November 13, 2023, to learn more about the production lines and engineering departments in the factory and pick out the progress of work.





Zamil Industrial Organized a Visit for Students at Imam Abdul Rahman bin Faisal University

The Loss Prevention Department at Zamil Industrial, in cooperation with The Saudi Authority for Industrial Cities and Technology Zones (MODON) in First Industrial City, organized a visit for family and community medicine students at the College of Medicine at Imam Abdul Rahman bin Faisal

University in Dammam, within the University Fellowship Program, an introductory visit starting with a presentation on the Loss Prevention Department and the Occupational Safety and Health Management System, and concluded with a field visit to the Zamil Steel "Pre-engineered steel buildings."







Zamil Industrial Loss Prevention Department successfully conducted EAP Drills

The Corporate Loss Prevention Dept. successfully conducted an emergency action plan at the Zamil Industrial and Zamil Steel pre-engineered buildings company in Dammam First Industrial City, with special participation from The Saudi Authority for Industrial Cities and Technology Zones (MODON).

The CLPD team is in agreement that the main objective is to continue with vigilant planning and to provide information that increases awareness for all employees on all levels.

