



Zamil Industrial شركة الزامل  
Investment Co. للاستثمار الصناعي

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### **ZAMIL STEEL ANNOUNCES FIVE YEAR GROWTH PLAN**

“Zamil Steel will be bigger, stronger and more profitable over the next five years as part of a five-year strategic plan,” said Khalid Al Zamil, President of Zamil Steel at the company’s Annual Sales Conference recently concluded in Cairo.

Speaking at the event, Al Zamil said Zamil Steel will grow more than 50 percent over the period through investing into new production facilities, acquiring new companies, complementing product technologies and diversifying into new fields relevant to the industry.

“An ambitious yet achievable target,” he said.

The conference focused on new methods aiming towards further improving the skills of the company’s sales team in order to meet its commitment of providing high standard services for its clients.

“2003 was a year of significant progress, where Zamil Steel, once again demonstrated clearly that based on its strong partner network and advanced infrastructure, it overcame a challenging global economic environment,” said Khalid Al Zamil. “By adopting an innovative product development and sales & marketing strategy, we continue offering competitive solutions to the international market.”

“In spite of difficult market conditions, and while slightly lower than our expectations we reported earnings above the industry average. We see positive momentum in each of our three business segments as we begin 2004 and are also encouraged by early indications of economic recovery where we are expecting year-over-year growth in revenues and margins in each business segment,” added Al Zamil.

The event was attended by certified builders, agents and consultants, senior management of Zamil Steel in Saudi, Egypt and Vietnam, and all the sales managers and sales engineers in Zamil Steel international sales offices.

Highlights of the program included case studies of successful international projects, motivational speeches from leading consultancy firms, and an awards ceremony featuring outstanding sales achievements from Zamil Steel's partners and sales teams.

"Our development of new markets ensures the company's continued growth to the advantage of our clients, partners and stakeholders. Zamil Steel's 2004 Sales Conference serves as a chronicle of what we have achieved in the past year and what we can achieve in the future," concluded Al Zamil.

### **About Zamil Steel Industries**

Founded in 1977, Zamil Steel Industries (ZSI) is a global leader in the manufacture of pre-engineered steel buildings and the Middle East's premier supplier of steel structures, transmission and telecommunications towers, open web steel joists and floor deckings.

Products are marketed in more than 70 countries through a network of 50 sales offices, 59 certified builders and 27 agents and distributors. ZSI's main factories are located in Dammam First and Second Industrial Cities, with additional factories located in Egypt and Vietnam. More than 400 engineers are employed in its engineering departments in Saudi Arabia, Jordan, Egypt, Vietnam and India.

ZSI is one of three sector businesses of Zamil Industrial Investment Company.

**About Zamil Industrial Investment Company**

Zamil Industrial Investment Company (ZIIC) was founded in 1998. It is headquartered in Dammam, Kingdom of Saudi Arabia, and employs 5,000 people in 50 countries. As an international manufacturing and fabrication group, it provides leading air conditioning, pre-engineered steel buildings, structural steel products, transmission towers, open web joists and decks, and architectural glass processing solutions to meet the requirements of the global construction industry through its three sector businesses: Zamil Air Conditioners ([www.zamilac.com](http://www.zamilac.com)), Zamil Steel Industries ([www.zamilsteel.com](http://www.zamilsteel.com)) and Zamil Glass Industries ([www.zamilglass.com](http://www.zamilglass.com)).

ZIIC exports to more than 75 markets and derives 40% of revenues from outside Saudi Arabia. For the year ended 31 December 2003, net profits after Zakat contributions reached SAR 50.3m (US\$ 13.4m), a growth of 11% over 2002 (SAR 45.2m (\$ 12.1m)). Post Zakat earnings per share also grew by 11% to SAR 8.39 (\$2.24), up from SAR 7.56 (\$2.02) during the same period in 2002. ZIIC's shares have been actively traded on the Saudi Equity Market since early 2002. More information can be found at [www.ziic.com](http://www.ziic.com).

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