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SKM HIGHLIGHTS

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S.K.M Air Conditioning LLC

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A Word from The COO



Dear Colleagues,

In a blink of an eye the first quarter of 2016 has finished. As we ran through it quickly we have been working on our organizational initiatives and action plans for the year.

This first quarter has been very busy for all sectors of SKM. All department heads have kicked off their action plans while we were taking a lot of measures to get all orders in the pipe-line delivered as per plan.

In addition to the above, we have been busy with a lot of events, launches and activates. We are proud of the new VRF launch that complements our product range for more access in the market. Our new consultancy sales team have also started there aggressive plan to penetrate and get SKM listed with more consultants and Government bodies in all territories. Aftersales are also busy building the wider setup as per the new vision.

As our Sales and Marketing force are busy with their sales plans, our operations teams continue with theirs to secure the factory capacities required for our 2016 aggressive production requirements.

We are now gearing up to come out of Quarter 2 with the best results regardless of any tough market conditions we may face. The challenges are accepted by us as we work as a team to overcome them and reach our goals. As I mentioned before and like to mention again, the above only tells us and tells the world that SKM has no limits in what it can achieve and it will only achieve that with your team work and dedication.

Let's all work together to achieve our SKM corporate objectives for 2016.

Abdul Karim Al Saleh

Handwritten signature of Abdul Karim Al Saleh.

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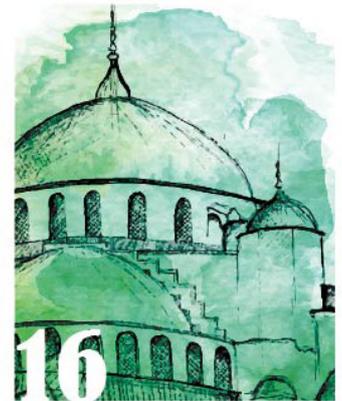
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A Word From The CFO



Dear Colleagues,

We all know that 2016 plan and strategic objects are very aggressive and challenging, however we planned our resource, OPEX and CAPEX budgets accordingly to support that plan..

We close Q1 results with a slow start of our total turnover plan, however that was much healthier than last year same quarter. We also closed the quarter with a much better backlog booking.

We are entering Q2 with a more careful approach on our spending patterns to have a healthy cash flow as we move forward with the business and its requirements.

As we continue to grow our direct sales and distribution networks to build up our order base, in parallel the resource and capital spend is growing while we strongly monitor all markets we operate in.

We are 3 more quarters away from closing 2016, we need to work hard to get majority of our action plans achieved at the soonest..

All the best to all of us ...

Ahmed Fahmy (CFO)

A handwritten signature in black ink, appearing to be 'A. Fahmy', written over a white background.



A Word From The Procurement Director

SKM management has considered Procurement or Supply Chain as a key factor within the organization in achieving its success over the years and the result ended up with a strong qualified team technically and commercially capable in fulfilling all requirements related to standard and non-standard requirements.

In today's high competition, procurement role is more compacted than ever; it is more related to providing a complete solution to procure components and/or services complying with the project requirements in terms of quality, price, delivery, certification as well as aftersales support, and at the same time keeping an eye on cash flow, inventory level and inventory cycle system.

SKM Procurement is proudly dealing with reputable suppliers all over the World which are considered the top of the line manufacturers in their field either from North America, Europe, Asia and Australia. This is applied not only to components but also extended to raw material.

To keep in line with latest technologies and to develop the relation with current and potential suppliers, SKM team is regularly attending the related exhibitions worldwide, like AHR, Mostra Convegno, Chillventa, China Refrigeration and others.

In its efforts to insure continuous improvements and receive consistent quality components, Procurement is maintaining a system for :

- Approving new suppliers
- Measuring suppliers' performance.
- Auditing Suppliers' facilities
- Re-evaluating current approved suppliers

Finally, Procurement is working hand in hand with all SKM Departments to achieve our ultimate and final goal which is Customer Satisfaction.

Maher Assaf
Procurement Director

A handwritten signature in black ink, appearing to be 'Maher Assaf', written over a white background.



SKM Air Conditioning Participates in

3rd KUWAIT INDUSTRIAL EXHIBITION & TECHNICAL CONFERENCE (KINETIC- 2016)

SKM joined 3rd Kuwait Industrial Exhibition & Technical Conference (KINETIC- 2016) which was held under the patronage of Her Excellency Mrs. Hind Subaih Barrak Al-Subaih, Minister of State for Planning and Development Affairs, Kuwait.

It was held on 3rd April 2016 at Radisson Blu Hotel Kuwait and it brought together the national and international experts, leading manufacturers, service providers, on a common platform to exchange views and share knowledge, expertise and experience in various sectors like Energy, Infrastructure and Environment in Kuwait.



No longer A choice but a necessity...

VRF

SD Avalanche & SV Specter Series

Expecting the Gulf air conditioning market to fully embrace VRF technology in the coming years, SKM enters the vrf race with the introduction of two new product lines.

Fady Nassar
Director of Unitary Sales



must for the coming period – this was how Nabil Abouseido, Marketing and Business Development Director at SKM Air Conditioning, described VRF technology in the opening speech he delivered on the first day of a four-day seminar his company organised in January 17 to 20. Held in Sharjah, UAE, the event served as the launch of SKM’s two new ranges of VRF systems, as well as a training programme for the company’s distributors and partners.

Abouseido, explaining his claim, cited increasing interest in the issue of energy efficiency as the primary factor spurring the growth of the VRF market in the Middle East. “Because of energy concerns, the market is moving in the direction of VRF,” he said. “SKM has to move with the market, which is why we have

decided to include VRF in our unitary business line-up.”

Alternative solution

In his welcome remarks, Fady Nassar, Director of Unitary Sales at SKM, backed Abouseido’s statement by announcing the company’s intention to commit to VRF technology and encouraged everyone present to do the same.

“SKM has not carried VRF in its product portfolio,” Nassar said.



“ IT DOESN'T MATTER IF THE ECONOMY IS UP OR DOWN. IF YOU DON'T HAVE THE TECHNOLOGY, YOU WONT BE PART OF THE CONVERSATION.



“But starting this year onwards, we are going to embrace VRF big time. In fact, we want us all to embrace VRF, and this is why we are not only launching two new series – the Avalanche or our digital scroll series and the Specter, which is our DC inverter series – but also conducting this training programme.”

The aim of the training seminar, Nassar told those in attendance, was to give them an in-depth understanding of product

features and all the technical details of VRF as well as discuss selling points and the selection software, among other things. He then enjoined them to “start specifying and quoting VRF to customers and consultants, because it’s going to be a wonderful alternative to so many existing conventional air conditioning systems”.

Trends and challenges

“In North African countries, VRF

makes up majority of the HVAC market. The same is true in Turkey, Iran and Pakistan. In India, VRF is also a big deal, and in the GCC [region], 10-15% of the market is now being specified as VRF. So VRF is no longer a choice but a necessity for every single HVAC company. They all have to embrace VRF; otherwise, they could easily be out of the market in the coming five years.”



RECENT LANDMARKS MAJOR PROJECTS AWARDED TO SKM:



EDEN GARDENS PROJECT - DUBAI

The Eden Gardens project is a Residential tower at Dubai Sports City, from Lokhandwala Builders, it has been awarded to SKM to supply airside equipment.

NEW WEST MEGA COMPLEX KUWAIT

SKM has been awarded West Kuwait Mega Complex Project in Al Ahmadi, Kuwait to supply Air Conditioning equipment: AHUs, FCUs & DX Split Units.



NEW PORT PROJECT QATAR

One of the world's largest greenfield port developments, Strategically located south of Doha, which includes a new port, a new base for the Qatar Emiri Naval Forces and the Qatar Economic Zone 3, will span a 26.5 Sq. KM area.



COMMERCIAL CENTER IN DOWN TOWN JEDDAH

The project consists of 300 sets of commercial ducted units. The client showed full confidence in SKM to supply the all AC units.



KOC HOUSING KUWAIT

It's built on 122,000 Square meters and comprises 159 villas in South Ahmadi.

BAHRIA ICON TOWER KARACHI, PAKISTAN



It will be the tallest building in Pakistan and currently ranked as 16th tallest building under construction in South Asia. SKM has been awarded this project to supply Air Side equipment.



KALBA MALL SHARJAH

SKM has won the Kalba Mall project in Sharjah to supply complete air conditioning solution that includes Chillers, AHUs, FAHUs and Split units.



HEALTH CARE CENTERS - QATAR

SKM has been awarded various Public Health Care Centers projects for PWA 'Ashghal' to provide air cooled packaged units and 100 % fresh air DX Split systems for treated fresh air.

IN BRIEF

OIL & GAS AREAS OF EXPERTISE

FOR SPECIAL CUSTOM BUILT DESIGN AND EQUIPMENT.

SKM has a long and proven track record in manufacturing special products and supplying engineering solutions within the Offshore Oil and Gas market. It has been providing environmental engineering to high risk hazardous areas for the past 20 years

SKM capitalizes on Oil and Gas areas of expertise to provide the most engineering solutions to the End-users (KOC, KNPC, ARAMCO, SONATRA...etc and EPC international contractors as well as

local clients engineering teams in initial design stage with utmost economical special air conditioning products accredited with internal products certificates.

In Oil and Gas projects we work to understand every end-users and client's unique requirements and deliver results by focusing on practical engineering solutions. We align our objectives with our clients' objectives so everyone understands that we are in this process together.



SKM Explosion Proof Chiller



ATEX CERTIFICATION

Recently SKM has received ATEX certification for its modified Hermetic Reciprocating Compressors suitable for Zone 2, IIB, T3 from Bureau Veritas Germany.



ORDER PROCESSING AUTOMATION FOR STANDARD UNITARY PRODUCTS

IN PURSUIT OF IMPROVED BUSINESS ESTABLISHMENT AND TO ADDRESS THE BUSINESS EXPANSION PLANS, IT TEAM AT SKM HAS INITIATED AND DEVELOPED AN AUTOMATED ORDER PROCESSING SYSTEM.

Currently covering Unitary Sales, the new system offers a clean and simpler design with new functionalities and measures to make order processing fast and seamless.

From quotation stage to manufacturing, the orders can be processed quickly; which is further endorsed with the availability of easy order tracking and reporting system.

With the ready order processing platform, SKM intends to take this system further and incorporate complete SKM sales providing an easy order processing experience from quotation to production.



SKM DUCTED MINI SPLIT UNITS ARE NOW CERTIFIED BY ESMA REGULATION FOR UAE MARKET

SKM Air Conditioning recently received certification from ESMA for Ducted Mini Split units (RX+ DDP), with side discharge condensing unit, R410A capacity range of 1.5TR to 5.0 TR with refrigerant dedicated to comply ESMA regulation for UAE market.



هيئة الإمارات للمواصفات والمقاييس
Emirates Authority For Standardization & Metrology





SKM Presented at ACREX 2016 India

India, Bombay Convention & Exhibition Centre (BCEC)

SKM exhibited at ACREX 2016 India held from 25th to 27th February 2016 at Bombay Convention & Exhibition Center (BCEC) in Mumbai. SKM showcased its UL Certified APMR Packaged Unit and AUMR Condensing Unit alongside with TUV and Eurovent certified Hygienic Air Handling Unit. ACREX is organized by ISHRAE and it's region's one of the biggest exhibition for HVAC & R industry. ACREX India is an all-encompassing event apart from focusing on HVAC&R, The Exhibition also features diverse Building Engineering Services that include Fire & Safety, Electrical & Plumbing Services Building Automation and the ever growing Cold Chain Industry.



SKM staff giving information to students.



Left:
SKM staff at the stand talking to customers / visitors.

Down:
SKM Directors at the Exhibition.



SKM Team visiting USA - AHR EXPO

Engineering Director Mr. Burhan Ahmed accompanied by Procurement Director Mr. Maher Assaf have visited USA recently and attended AHR Exhibition which was held in Orlando Florida, where they had the opportunity to see the latest HVAC technology update and to meet current and potential suppliers. During their stay in USA, they have visited Emerson Climate Technology in Sidney Ohio where they have seen the manufacturing facility for Copeland scroll compressors.

Over 60,000 HVAC&R professionals attend this event from all over the world, the show was sponsored by ASHRAE and AHRI.



JEDDAH EXHIBITION

SKM Exhibits at HVAC R Expo Saudi 2016

SKM participated at HVAC R Expo Saudi 2016 held from 11th to 13th January 2016 at Jeddah Center for Forums and Events. SKM showcased Eurovent and TUV certified Hygienic Air handling Unit, energy efficient AHRI certified Fan Coil Unit with EC motor and Packaged Unit. SKM has done various landmark projects in Saudi including Al Mashaer Al Mugaddasah Metro Project, Royal Clock Tower, King Abdullah Financial District to name a few. SKM also offers extensive sales and aftersales support through its distributor MB Climate LLC in KSA having offices in Dammam, Riyadh and Jeddah.



PAKISTAN EXHIBITION

SKM at 23rd HVAC R Expo Pakistan 2016



SKM participated at HVACR Expo Pakistan, held at Expo Center Karachi from 3rd to 5th March 2016. SKM unveiled its VRF product range for Pakistan market at the show. SKM has supplied its equipment to numerous mega projects in Pakistan, the most recent project includes Bahria Icon Tower which will be Pakistan's tallest tower.



ALGERIA EXHIBITION

SKM Participates at 7th NAPEC 2016 Algeria

North African Petroleum Exhibition & Conferences (NAPEC) is the largest international Oil & Gas trade Show in Africa, dedicated to the Upstream, Midstream and Downstream activities and also to the products and services suppliers related to the Oil & Gas Business in North African Region.

Needless to say SKM was represented at NAPEC Algeria, held from 8th to 11th March 2016, SKM presented its HVAC products specialized for Oil & Gas sector that includes Explosion Proof Chillers and Explosion Proof Packaged Units.



UPCOMING EVENTS



SKM EXHIBITING AT ISK SODEX ISTANBUL 2016

SKM cordially invites you to visit its stand A01 in Hall No.8 at ISK SODEX ISTANBUL 2016 (International HVAC Refrigeration Pumps Valves Fittings, Water Treatment and Insulation Exhibition) being held at Istanbul Expo Center, Istanbul, Turkey.

From 4th to 7th May 2016, and get to know its latest launches and energy efficient products, to find out more about the exhibition please visit the link: www.sodex.com.tr



MEET SKM AT ABU DHABI SEMINAR

SKM is going to organize a technical seminar in Jumeirah Hotel at Etihad Towers. All the leading consultants and contractors are welcome to join. The seminar will focus on energy efficient HVAC and hygienic air handling systems.



SKM Participates in 4th Middle East VRF Conference

SKM participated and sponsored The 4th Annual Variable Refrigerant Flow (VRF) Conference Middle East held on 21st and 22nd March 2016 at Murooj Rotana Hotel Dubai. It was endorsed by Government of Dubai, Ministry of Climate Change and Environment, Ministry of Infrastructure Development, Dubai Municipality and GCC Standardization Organization.

Mr. Fady Nassar (Director Unitary Business at SKM) stressed the need to understand the challenges of Variable Refrigerant Flow Air Conditioning System in Commercial Buildings while presenting technical aspect of VRF system. Key takeaways of his presentation for end users includes:



- Can be operated to suit individual needs.
- Exact temperature control for each office/ zone.
- Comfortable working space improves productivity.



Fady Nassar
Director of Unitary Sales





*SKM Air Handling Units
with Heat Recovery System
Are now*

EUROVENT CERTIFIED

SKM is proud to announce that it's "MAH" and "HMAH" series Air Handling Units with HEAT RECOVERY SYSTEM are now certified in accordance with EUROVENT standards. SKM is honored to have received this level of recognition and it is committed to regular reviewing of it's quality products to continue to be at the forefront of HVAC industry. Eurovent published the result on its website

— THANK YOU TO OUR —

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newsletter@skmaircon.com



SKM Product Line



Air Cooled Condensing Units



Air Handling Units



Packaged Units



Chillers



Swimpool Units



Fan Coil Units



Ducted Split Units



Mini / Ducted Split Units



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