

Hanwha Newsletter

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Hanwha Eyes Vietnam, ASEAN's Rising Star

Vietnam is attracting global attention as an emerging growth engine among ASEAN member countries. Thanks to its sizeable workforce and business-friendly environment, the country's economy has experienced 6% annual growth for the past five years. Incomes and living standards have also risen, leading to higher consumption. In order to sustain such explosive growth without impacting the environment, the Vietnamese government is seeking to improve its energy infrastructure and turning to renewable energy sources.

Vietnam's economic transformation presents exciting opportunities for Hanwha, whose business spans diverse industries, including: solar energy, aerospace, machinery, and finance. Hanwha's advanced technologies and capital power, coupled with Vietnam's vast workforce and growth potential, will lead to exciting to new opportunities.

In the finance sector, Hanwha Life Insurance entered the Vietnamese market in 2009. After its VND 2.92 trillion (USD 125.3 million) charter increase in 2018, it became the country's fourth largest insurer in terms of capital holdings. In August of 2018, Hanwha Asset Management invested VND 9.323 trillion (USD 400 million) in Vingroup JSC, Vietnam's largest conglomerate, and further solidified Hanwha's position in Vietnam.

Additionally, Hanwha is establishing a manufacturing base in Vietnam. Hanwha Techwin built a plant to manufacture security products in Bac Ninh Province in 2017. Hanwha Aerospace, meanwhile, opened a brand new aircraft engine parts and components manufacturing plant in Hoa Lac Hi-Tech Park, near Hanoi, in December of 2018. These two plants now serve as strategic production bases that will support Hanwha's continuing growth and its goal to become a global leader in the plants' respective fields.

Hanwha is also quickly expanding its solar energy business in Vietnam thanks to the Vietnamese government's active support for renewable energy production. In September of 2018, Hanwha Energy opened a representative office in Ho Chi Minh City and began business development operations. Hanwha Energy is also working on the construction of a solar power plant in Khanh Hoa Province. Work on the plant is expected to be completed by June of 2019, after which Hanwha will generate and supply electricity for the region for the next three years and potentially more.

Other Hanwha business units operating in Vietnam include Hanwha Corporation/Trade, which has a representative office in Ho Chi Minh City, and Hanwha Precision Machinery, which is based in Bac Ninh Province and has a service center in Ho Chi Minh City.



In December of 2018, Hanwha Group Chairman Seung Youn Kim visited Vietnam and stressed out that "As a member of the local community, Hanwha won't just be concerned with how we can contribute to the economy, but also how we can help address environmental issues as well."

During his visit, Chairman Kim also met with Vingroup Chairman Pham Nhat Vuong to discuss a business partnership and CSR activities. Through this collaboration, Hanwha and Vingroup will work together across various industries, including finance, automobile component materials, solar power system installation, and security.

The journey for Hanwha in Vietnam has only just begun. Under the philosophy of "Going Further Together", Hanwha will continue to create shared values and nurture local talent to grow its business in the country.

In his 2018 new year's message, Chairman Kim said, "We must always take the right path, however difficult. It must be a path that involves cooperation, a path on which the weak are not taken advantage of but where the benefits are mutual and can help us go further, together." This is the big picture for Hanwha in Vietnam, where talent, technology, and capital come together to create socioeconomic value for a better tomorrow.

Building a Life Commitment to Vietnam

When Hanwha Life Insurance entered the Vietnamese insurance market in April of 2009, it did so as the first Korean life insurance company to set up a wholly owned subsidiary without a local partner in the country. And with Hanwha Life Vietnam's tenth anniversary just around the corner, the company is now regarded as a prime example of how to enter and succeed in the Vietnamese financial market.



Hanwha Life Vietnam's success is due to its strong localization strategy. Among its 295 original employees, 292 were local hires while only three were Korean expatriates. Through their intimate knowledge of the local market and the needs of local consumers, Hanwha Life Vietnam's local employees were able to develop an effective sales network that gives the company a significant competitive advantage.

Furthermore, Hanwha Life's organizational management and its ability to train financial planners have contributed to Hanwha Life Vietnam's dramatic growth. Since its founding, Hanwha Life Vietnam has grown nearly 15 times larger, surging from VND 42.1 billion (USD 1.8 million) in new contracts in 2009 to VND 681.6 billion (USD 29.2 million) in 2018. The company now has 108 offices in major cities, including: Ho Chi Minh City, Hanoi, Da Nang, and Can Tho, as well as more than 13,500 financial planners throughout Vietnam, having begun with just 450 planners in 2009.

Hanwha Life Vietnam also has some of the best customer retention rates in the Vietnamese insurance market and boasts a product portfolio designed specifically for local customers and it is updated continuously to meet their changing needs. For seven consecutive years, from 2010 to 2016, Hanwha Life Vietnam received the Golden Dragon Award for Best Products and Services from the Vietnam Economic Times, Vietnam Chamber of Commerce and Industry, and the Vietnamese Ministry of Planning and Investment.

Hanwha Life Vietnam's active CSR outreach, based on the philosophy of "Going Further Together", has also helped the company build its good reputation among the local communities. As a life insurance company, it was only natural for Hanwha Life to actively promote activities to help improve people's lives.

Volunteers from Hanwha help install a corrugated roof on a donated charity house in Quảng Điền District, Thừa Thiên-Huế Province



In Vietnam, individuals must purchase new health insurance cards every year. Although there is some government assistance for underprivileged demographics, there are still many children and elderly who cannot afford to buy a new health insurance card every year. Since 2014, Hanwha Life Vietnam has donated health insurance cards to nearly 45,000 people in 26 regions.

Hanwha Life Vietnam is further improving the lives of underdeveloped communities and marginalized citizens by constructing health centers, donating bicycles to schoolchildren, and building new homes for the disadvantaged.

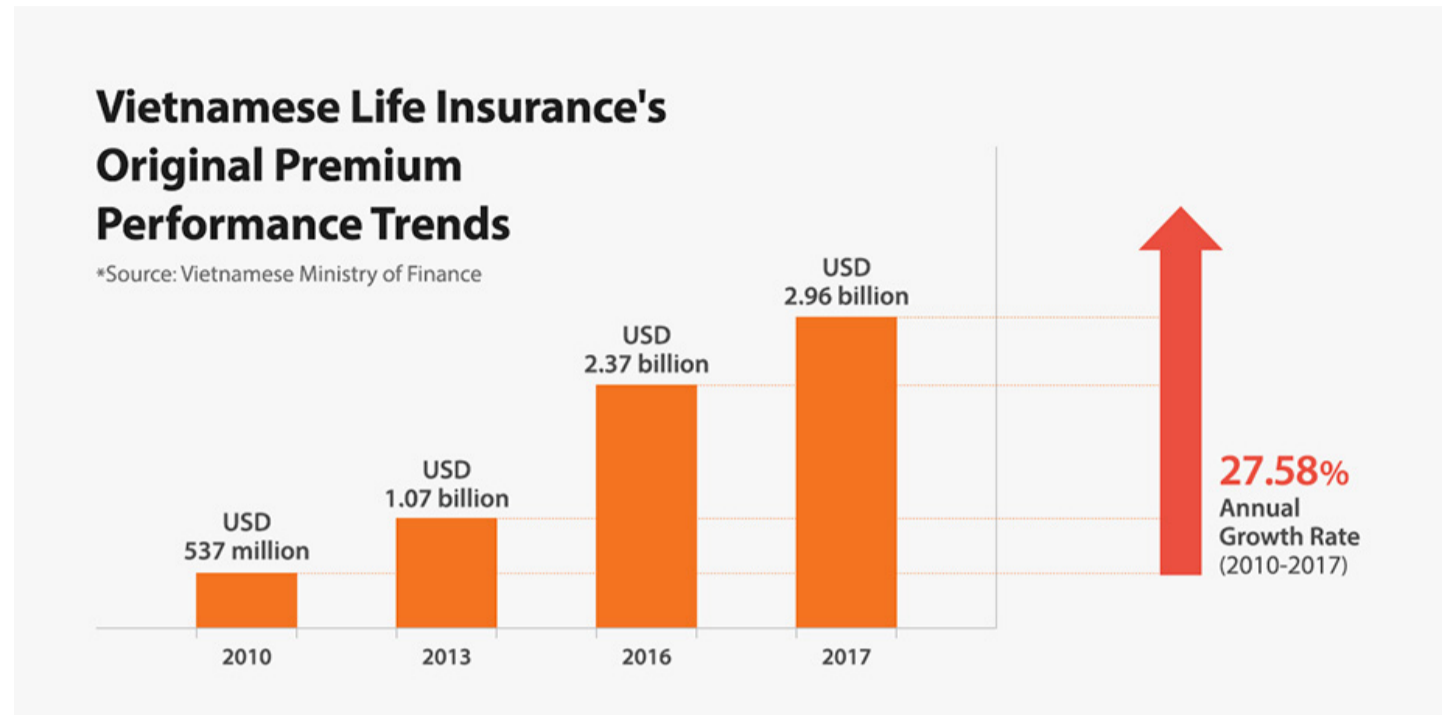
In September of 2018, the Ho Chi Minh City People's Committee and the Sponsoring Association for Poor Patients awarded Hanwha Life Vietnam a Certificate of Merit in recognition of its CSR activities.

In July of 2018, Hanwha Life Vietnam's charter capital surged by more than 150% to VND 2.913 trillion (USD 125 million) through an injection from Hanwha Life headquarters in Korea, making it the fourth largest insurance company in Vietnam. As an income insurance company, Hanwha Life Vietnam is ranked eighth out of 18 life insurance companies. By 2025, the company seeks to be the fifth largest income insurer in Vietnam.

Vietnam is still very much an emerging insurance market with only around 5% of the population having any sort of coverage. However, the demand for insurance coverage is rapidly increasing due to the improving economy resulting in higher wages, a growing middle class, and expanding awareness among younger people on the importance of insurance.

Deutsche Bank expects the Vietnamese insurance market to grow briskly, with 12.5% annual growth by 2020.

*Life Insurance Premium performance / average annual growth rate in Vietnam
Source: Vietnam Ministry of Finance*



Hanwha Life Vietnam intends to set the gold standard for achieving success in the growing Vietnamese insurance market. With Vietnam's population of 100 million people experiencing greater prosperity and neighboring countries like Myanmar and Cambodia experiencing similar economic booms, Hanwha Life Vietnam is poised to become a regional bulwark from which Hanwha can expand its South East Asian business interests.

Helping Vietnam Harness the Power of the Sun

Hanwha Energy is a comprehensive energy solutions provider that is driving the growth of renewable energy. It aims to become the world's Number One solar power generator with more than 10GW of clean energy projects in the pipeline by 2020. The company is simultaneously diversifying its business portfolio by offering operations and maintenance (O&M) services and energy storage solutions.

*24.5MW Solar power plant in Kitsuki(Japan)
financed, constructed, and operated by
Hanwha Energy*



Hanwha Energy has already completed many successful projects in Japan, the United States, and Latin America. The company is currently operating a 99MW solar power plant in Japan and has more recently finished the construction of a solar power plant in Texas that will supply more than 50,000 homes with clean energy. A large-scale 125MW solar power plant is also under construction in Mexico.

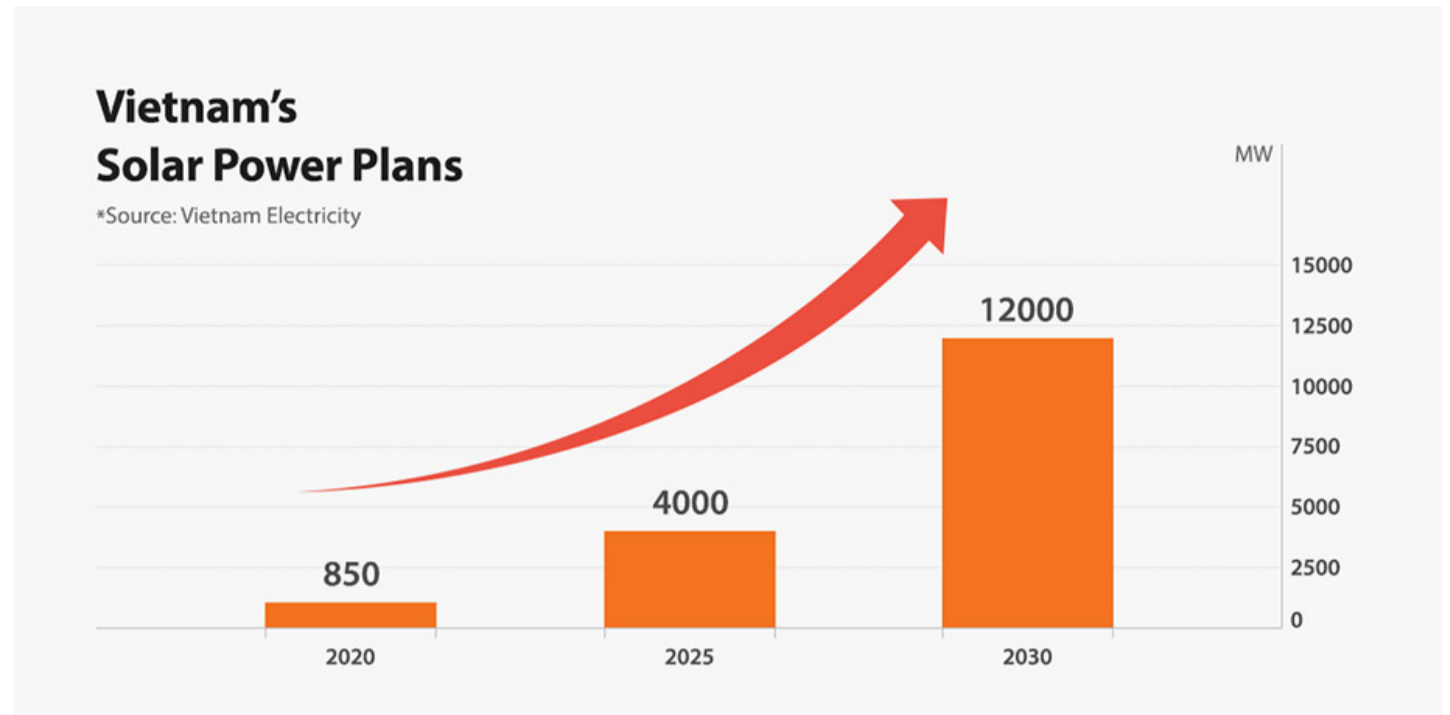
Today, Hanwha Energy is actively engaged in Vietnam, a country that is keenly interested in adopting and investing in renewable energy sources.

According to Vietnam Electricity's Annual Report 2017, Vietnam's energy consumption is increasing by 10% annually. The country has an urgent need to develop alternative energy sources to meet future energy demand.

Although 37.6% of Vietnam's power comes from hydroelectric plants, it still faces the issue of increasing air pollution caused by the use of fossil fuels. Thus, corporate and public interest in renewable energy is very high. Also having signed the Paris Agreement in 2016, Vietnam must keep a close eye on its carbon emission levels.

Vietnam plans to triple its renewable energy usage and be able to power at least 26% of its homes with solar energy by 2030. To facilitate this, the government is incentivizing renewable energy companies to invest and operate in the country

by providing exemptions on corporate taxes and land use regulations, easing customs regulations, and lowering tariffs on imported components and intermediate goods.

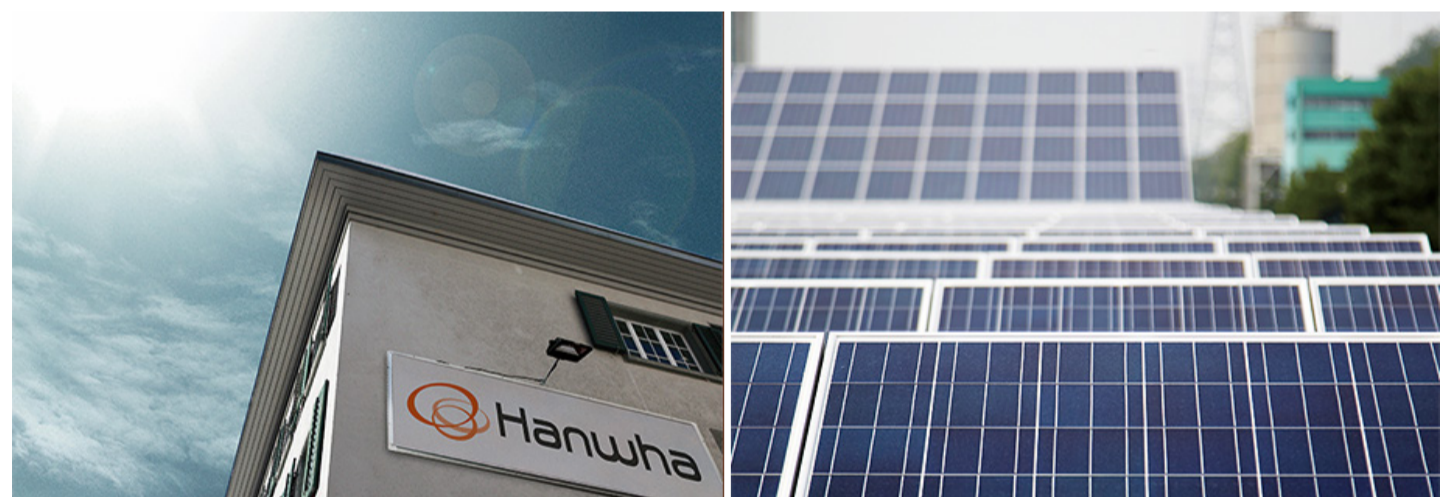


Under the Vietnamese government's current plans, the country's solar power capacity will rise from 850MW in 2020 to 12,000MW in 2030. Much of the investment and expansion of Vietnam's solar power plants will be in the country's southern regions, where sunlight is more abundant.

Hanwha Energy is currently constructing a 100MW solar power plant in Cam Lam, Khanh Hoa Province through a joint partnership with Hanwha Engineering & Construction and Hanwha Q CELLS. Once the power plant is completed and goes on line in June of 2019, Hanwha Energy will supply the surrounding region with energy and O&M service for at least three years as an Independent Power Producer.

In addition, Hanwha Energy seeks to expand its Vietnamese solar power capacity by 500MW over the next three years. In order to achieve this goal, Hanwha Energy opened a representative office in Ho Chi Minh City in September of 2018 and is in discussions with local developers in Ninh Thuan and other provinces.

Hanwha Energy harnesses the power of the sun to provide communities with clean renewable energy



Hanwha is the world's largest producer of solar cells. It has manufacturing facilities in Korea, Malaysia, and China that collectively produce more than 8GW of solar cells and modules annually. This is enough renewable electricity to sustain 12 million people a year. Hanwha plans to invest USD 8 billion in its solar energy business units by 2022 and develop them into its next generation growth engines.

Hanwha's technical expertise in solar energy and the growing demand for renewable energy in Vietnam represent a lucrative opportunity for Hanwha in Vietnam. Hanwha looks forward to fostering an even closer partnership with Vietnam and play a major role in the country's transition to renewable energy.

Hanwha Aerospace Kicks Off a New Chapter in Vietnam

As Korea's only aircraft engine provider, Hanwha Aerospace has assembled more than 8,600 gas turbine engines since 1979. Possessing end-to-end design and manufacturing capabilities in a highly automated environment, Hanwha Aerospace provides engine components and modules for the three major global aircraft engine manufacturers: Pratt & Whitney, General Electric, and Rolls-Royce.

Over the past four years, Hanwha Aerospace has entered into Revenue Sharing Partnerships and long-term supply contracts with these three manufacturers, totaling more than USD 17.1 billion. To meet with growing demands, Hanwha Aerospace has built a brand-new manufacturing plant in Hoa Lac Hi-Tech Park in Vietnam to increase its production capacity. The plant

is roughly the size of 16 football pitches, with 100,000 square meters of manufacturing floor space.



At the plant's completion ceremony on December 6, 2018, Hanwha Group Chairman Seung Youn Kim said, "This Hanwha Aerospace plant in Vietnam will play a vital role in Hanwha's goal to become a major global player in the aircraft engine industry." He also said that Hanwha's philosophy of "Going Further Together", through trust and mutual growth, will help strengthen bilateral ties between Korea and Vietnam.

The Vietnam plant will leverage the technology and experience developed at Hanwha Aerospace's flagship plant in Changwon, Korea, to produce cost-competitive aircraft engine parts and components in large volumes. As the aircraft engine industry requires decades of investment in technology and equipment, as well as deep technical expertise, Hanwha Aerospace intends to develop its operations in Vietnam for the long term.

Hanwha Group Chairman Seung Youn Kim (third from right) and Vietnam's First Deputy Prime Minister, Truong Hoa Binh (second from right), inspect the production line of Hanwha Aerospace's new manufacturing plant in Vietnam



Recently, the increasing number of passenger and cargo flights has led to considerable growth in the commercial aircraft market. As a result, the global aircraft engine market has grown significantly and is expected to reach approximately USD 54.2 billion by 2025. By then, Hanwha Aerospace intends to exceed USD 886 million (KRW 1 trillion) in aircraft engine component sales and become the world's major aircraft engine manufacturers' number one partner.

Vietnam is rapidly emerging as a global manufacturing hub due to its large workforce and low corporate tax rates for high tech businesses. The synergy created between Hanwha Aerospace's technical expertise in aircraft engine parts & components and Vietnam's young workforce will help Hanwha Aerospace make the leap to become a leader in the global aircraft engine market.

Hanwha Techwin Expands Its Vietnam Base to Become a Market Leader

Hanwha Techwin is a total security solutions company with world-leading optical design, manufacturing, and image-processing technologies. The company offers a comprehensive catalog of CCTV products including security cameras, storage devices, integrated control and video analysis software.

By continuously developing new and cutting-edge technology, Hanwha Techwin has become Korea's largest, and the world's fifth largest, security solutions provider, with a global network of more than 5,000 partners and vendors in Europe, North and South America, the Middle East, and Asia.

As part of its strategy to become the world's number one security solutions provider, Hanwha Techwin expanded its global manufacturing base with the construction of a 60,000 square meter plant Bac Ninh Province. The new plant began mass production in March of 2018, significantly improving the company's production capabilities and lowering costs to improve its global competitiveness in order to meet the world's growing demand for high-tech security solutions.

The new plant's capacity will support Hanwha Techwin's growing sales in North America, Europe, and the Middle East. The company has been winning contracts for large-scale retail projects, increasing premium product sales and effectively leveraging existing business relationships.



Within the security systems market, artificial intelligence and IoT technologies are converging. By investing in developing technologies and keeping up with changing trends, Hanwha Techwin seeks to become the world's leading security solutions company and provide its customers with true peace of mind. ■

Hanwha Group Chairman Seung Youn Kim Attends Hanwha Aerospace Vietnam Plant Grand Opening Ceremony

- Hanwha Aerospace completes construction on Vietnam's first large-scale aircraft engine parts and components manufacturing plant
- Chairman Seung Youn Kim meets with Vingroup Chairman, Pham Nhat Vuong, to discuss future cooperation in manufacturing, finance, and CSR



Hanwha Group Chairman Seung Youn Kim and other VIPs officiating the completion of Hanwha Aerospace's Vietnam manufacturing plant

Hanwha Group Chairman Seung Youn Kim visited Vietnam to tour Hanwha's extensive business operations in the country. Vietnam represents an important investment in Hanwha's strategy to expand its global footprint, with several business units already successfully established.

On December 6, Chairman Kim attended the grand opening ceremony for Hanwha Aerospace's brand new manufacturing plant in Hoa Lac Hi-Tech Park, located just outside of Hanoi, Vietnam. He was accompanied by Choon Soo Keum, CEO and Executive Vice Chairman of Hanwha, Hyun-woo Shin, President and CEO of Hanwha Aerospace, and Dong Won Kim, Chief Digital Officer and Head of Global Business of Hanwha Life.

Vietnam's First Deputy Prime Minister, Truong Hoa Binh, Head of the Party Central Committee's Economic Commission, Nguyen Van Binh, and Minister of Science and Technology of Vietnam, Chu Ngoc Anh, also attended the ceremony alongside 300 other officials and dignitaries.

The plant represents the latest phase in Hanwha's global growth strategy to significantly grow its presence in the aircraft engine market and invest more than KRW 4 trillion (USD 903 million) in its aerospace divisions by 2022. Hanwha's new aerospace manufacturing plant is the first large-scale aircraft engine parts and components manufacturing facility in Vietnam, with 100,000 square meters of floor space.

Once it ramps up to full production, it will become a major global hub for manufacturing large-scale aircraft engine components. The plant will produce high-quality and cost-competitive products to help grow Hanwha's market share in the aircraft engine industry. Meanwhile, Hanwha Aerospace's current flagship plant in Changwon, Korea, will focus on R&D and high-precision engineering.

The plant symbolizes the strengthening of bilateral ties between Korea and Vietnam. And as Hanwha increases its investment in Vietnam, the two countries

will work closer to become major trading partners.

"This Hanwha Aerospace plant in Vietnam will play a vital role in Hanwha's goal to become a major global player in the aircraft engine industry," Chairman Kim said to the 300 people who attended the ceremony.

He added: "Our advanced manufacturing technologies will also contribute to the development Vietnam's industries in aerospace and precision machining while also forming the foundation on which our two countries can form an implicit trust and ensure mutual economic growth."

"As a member of the local community, Hanwha won't just be concerned with how we can contribute to the economy, but also how we can help address environmental issues as well," continued Chairman Kim.

Hanwha Aerospace President Shin added, "The aircraft engine industry requires decades of investment in technology and equipment with deep technical expertise. For this reason, we are thinking long term and will continue to strategically invest in Vietnam for many years to come."

The Vietnamese government has taken a particular interest in Hanwha's entry into the country. In February of 2018, the Prime Minister, Nguyen Xuan Phuc, visited the Hanwha Aerospace Vietnam plant while it was under construction. Unconcerned with that day's inclement weather, he spoke with those working on the plant's construction and encouraged them to put in their maximum effort.

Hanwha and Vietnam are also closely cooperating on the technical front. A cadre of Vietnamese workers were sent to Hanwha Aerospace's flagship Changwon plant to receive training in the use of high-precision machine tools, and awarded certificates from an international aircraft components manufacturing system certification authority. With their training and certification, the workers returned to Vietnam, ready to further contribute to their country's growing aircraft engine manufacturing industry.



Hanwha Group Chairman Seung Youn Kim (third from right) and Vietnam's First Deputy Prime Minister, Truong Hoa Binh (second from right), inspect the production line of Hanwha Aerospace's new manufacturing plant in Vietnam

Chairman Kim also met with Pham Nhat Vuong, Founder and Chairman of Vingroup, Vietnam's largest conglomerate. The two business leaders discussed the opportunity for Hanwha and Vingroup to establish partnerships in the manufacturing and finance while conducting joint CSR activities in the country. Hanwha and Vingroup also hope to further collaborate across various industries, including automobile component materials, solar energy facilities, and securities.

"I am very pleased to be in this strategic partnership with Vietnam's number one business," Chairman Kim said during his meeting with Chairman Pham. "As companies representing our two countries, I look forward to working together to build and share in our successes."

On December 7, Chairman Kim paid a visit to Hanwha Techwin's plant in Que Vo District, Bac Ninh Province, and interacted with the employees at the facility. He thanked and praised them for their hard work, contributing to Hanwha's global success story. Opened in March of 2017, the plant manufactures security products such as CCTV cameras and storage devices. ■

2018 Hanwha's Year in Review

Take a look back at 2018's most popular Hanwha Newsroom articles.

Revisit the stories that got you engaged: www.hanwha.com/en/bestof2018

Best of the 2018 Newsroom

See what visitors to the Hanwha Newsroom read the most



The Sun Will Come Out Tomorrow At Hanwha, Today



Say hello to HCR-5
A Collaborative Robot for a Collaborative Workplace



The Rays that Pay



Hanwha: Orange is the New Green



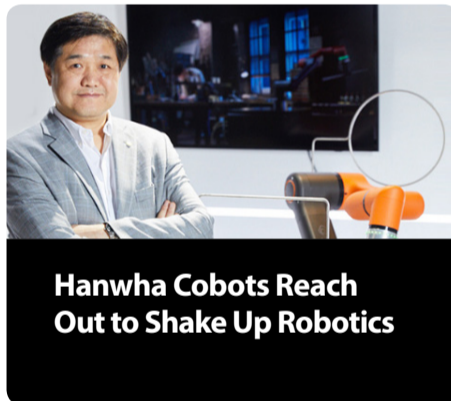
Can a Business with a Conscience be Successful?



Hanwha Total Petrochemical: Leading the Way



Hanwha DreamPlus Where Disruptive New Business Models ...



Hanwha Cobots Reach Out to Shake Up Robotics



Hanwha Commercial Video - Island in the Sun



Hanwha Energy Breaks Ground on a Groundbreaking ...

Best of the 2018 Newsletter

See what got members of the Hanwha Family the most interested



Find Your Young Hanwha Spirit: Hanwha Tricircle Photo Contest



Hanwha PROUD. Meeting the Challenge



South Korean President Moon Jae-in Visits Hanwha Q CELLS' ...



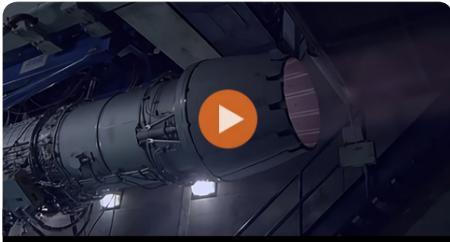
Hanwha Q CELLS Showcases End-to-End Solar Solutions ...



Hanwha Solar Forest Helps Make the World Greener



Chairman's Message Commemorating Hanwha Group's 66th ...



Hanwha Takes to the Skies and Beyond



Hanwha Energy Breaks Ground on a Groundbreaking ...



Hanwha Q CELLS Launches New Q.PEAK Solar Module at ...



Hanwha Joins World Leaders to Explore a Shared Future at 2018 ...

Editor's Picks
What you need to know about Hanwha's business in 2018



Hanwha Group Chairman Seung Youn Kim Attends Hanwha Aerospace Vietnam Plant Grand Opening Ceremony



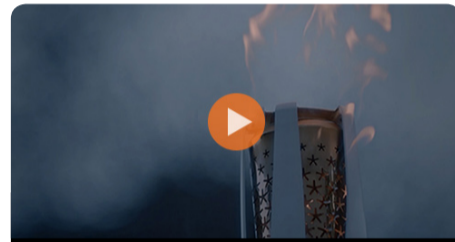
Hanwha Group Leads Global Discussion on Blockchain at the ...



Hanwha Embraces the Fourth Industrial Revolution



A Seaside Luxury Experience Awaits at Hanwha Resort ...



Hanwha's Videos for the 2018 PyeongChang Winter Olympic Games

Hanwha PROUD. Our Hanwha PROUD. Moments



In celebration of our 66th anniversary, We've heard stories from our Hanwha employees all around the world.

Though we all come from different backgrounds, Have our own skills and specialties, You've truly demonstrated that we are all Hanwha PROUD.



Hanwha PROUD. Results Announcement


We are delighted to announce the results of the Hanwha PROUD. campaign.


All of your submissions represent how such a diverse group of people from all over the world is united by the pride we feel as members of the Hanwha Global Family.


First, a quick overview of the campaign.



TOP 3 ENTRIES

- 

248
Hanwha Life
- 

88
Hanwha Techwin
- 

63
Hanwha Chemical



Hanwha PROUD. Representatives

The following six entries were chosen as the most unique representation of Hanwha PROUD. moments. We will follow up with a professional photo shoot and interview to do a deeper dive into your story.



Lenz Christoph
Hanwha Q CELLS GmbH

I felt proud when I needed Hanwha colleagues the most to fight for the life of my twins in 2015 / 2016. More than 40 colleagues donated roughly 80 vacation days from their own account for me, so I could be together with my wife and sons when it was most important. Thanks again to all of you!!!



海花金
Hanwha Chemical(Ningbo) Co., Ltd.

Building on Hanwha's philosophy of "Trust and Loyalty" education and training are important fundamentals at Hanwha Chemical. This is because you must learn to walk before you can run. Hanwha Chemical provided me with a solid base from which to grow and, in 2018, presented me with an award for ten years of service. For me, every moment at Hanwha moves me and makes me proud. I am grateful for every moment. Hanwha Chemical will lead the world!



Andrew Anderson
Hanwha Azdel

I've given tours of our proud Hanwha facility to interviewees, customers, VP's, and even the Chamber of Commerce of the City of Lynchburg. I am always proud to share our state-of-the-art manufacturing process and the valuable and rewarding work we do. But my proudest moment was showing Hanwha to the people who inspired and challenged me to become an Engineer in the first place, my parents.



Hussein AL-amery
Hanwha E&C Iraq

"We shape our building; thereafter they shape us" watching my country survives threw all these wars and terrorism shaped my dreams towards a whole new urban development to help the upcoming generations to dream bigger and bigger, In Hanwha E&C we are building the "dream city" hopping to build the best for my country, team work,cooperation, building a better atmosphere That's what make us PROUD.



Kirsty van dun Bulk
Hanwha Techwin Europe Ltd.

Hanwha Techwin Europe Ltd. is more than a sales team; we are also our customers. The UK is built on a foundations of loyal customers who trust and move and evolve alongside our technology. From distribution to system Integrators and installers to end users, we are all proud to be part of the Hanwha Techwin family.



Thao Tran Trinh Da
Hanwha Life Insurance Vietnam Ltd.

My proudest moment in Hanwha Life Insurance Vietnam Ltd. is the time I joined in a paying life insurance benefit ceremony to a customer of mine, Mr. Bui Van Vuong. Hanwha Life Insurance Vietnam Ltd. took responsibility to help Mr. Vuong's family overcome the difficulty. This make me believe in my target to bring life insurance to every family.



Lucky Prize Winners

The following 66 entries were chosen through a random lucky draw and will receive eco-friendly Hanwha-themed goodies!

- | | |
|----------------------|----------------------|
| Ahmed Hashim | Giang Phan Thi Huong |
| Alberto Nadai | Giang Tuan Tran |
| Alica Topcuoglu | Ha Linh |
| Andreas Walter | Haidar Ihsan |
| Anne-Sophie CHAMPION | Hector Fraile |
| Au Nguyen Trung | Hien Bui Thi Thu |
| Bi Nguyen Thi Hoai | Hien Nguyen Thi Thu |
| Brendon Gendel | Hiep Vu Hoang |
| CATHERINE TRAN | Hoa Nguyen Nhat |
| Crowley Mitch | Hoa Tran Thi Thanh |
| Daly Christian | Hussein H. Adnan |
| Duy Pham Quang | Hyeyung Kim |
| Giang Tran Tuan | Jens Wittkamp |

- | | |
|----------------------|------------------------|
| Karla Martínez | Son Tran |
| Karla Cisneros | sydney dähne |
| Khanh Nguyen Thi | Sylvain Barzic |
| Kieu Tran Thi Xuan | Tan Phan Thai |
| Loan Tran Thi Bich | Thai Hoang Quoc Tang |
| Loi Dau Duy | Thanh Dinh Cong |
| Maik Klein-Soetebier | Thao Nguyen Duong Ngoc |
| Matt Brinson | Thu Nguyen Thi Hoai |
| Phuc Nguyen Vo Thu | Thuan Nguyen Thi |
| Phuc Nguyen Thi Diem | Thuy Nguyen Thi |
| Phuong Le Thi Mai | Toan Hoang Dinh |
| PRABAWA UMBU | Tom Kaszas |
| Quỳnh Hà Thị | Tracy Eib |
| Rabianty asril Poppy | Trang Le Thi |
| Rawfur Rahman | Van Nguyen Thi Khanh |
| Riris Nur Hamidah | VU THI THANH HUONG |
| Ross Kent | 均朝 高 |
| Ruben Oropeza | 军 范 |
| Rudolf Schmidt | 顺儒 王 |
| Saif Salah | 西芳 曹 |

Winners must provide their address by 20 January 2019 in order to guarantee receipt of their rewards on time.

If you are unable to access the link below, please contact us via newsletter@hanwha.com

Go to Form
<https://form.jotform.me/Hanwhaglobal/hanwhaproud-en>

Sharing Our Stories at the Crossroads of the World

Finally, all submissions will be featured in a special video that will be played at Times Square in New York City.



THANK YOU, ONCE AGAIN
to everyone who took the time to participate in the Hanwha PROUD. Campaign.
Hold your Hanwha PROUD. moments close to your hearts and remember that we should strive to Go Further Together.

You made us all Hanwha PROUD.

Explore this month's news of Hanwha and its affiliates, taking the initiative in all corners of the world.



China



Hanwha Advanced Materials

Hanwha Chemical (Ningbo)Co.,Ltd

Hanwha Chemical (Ningbo) President Dong Seok Kim Recognized for Helping Ningbo Bloom

On September 29, Dong Seok Kim, President of Hanwha Chemical (Ningbo) Co. Ltd., was celebrated at the Ningbo Camellia Awards Ceremony 2018 for his contributions to the development of the city of Ningbo. Alongside 14 other foreign nationals, President Kim received a Certificate of Friendship and a



Certificate of Appreciation from the Ningbo Municipal Government. The Camellia Award is given by the city of Ningbo to foreign nationals who make notable contributions to its development in a wide variety of fields, including in economy, education, and culture.



Germany



Hanwha Q CELLS

Hanwha Q CELLS GmbH

Hanwha Q CELLS Takes a Seat at the BSW-Solar Table

Oliver Beckel, Director of Public of Affairs for Hanwha Q CELLS GmbH, recently joined the board of the German Solar Industry Association (Bundesverband Solarwirtschaft e.V. or BSW-Solar) as a member of its Executive Committee.

BSW-Solar is based in Berlin and has 800 member organizations from the German solar industry. Its members include installers, manufacturers, and EPC companies. BSW-Solar primarily acts as an intermediary between government agencies, businesses, and public organizations that are involved in Germany's solar industry.

Hanwha Q CELLS has strong roots in Germany, tracing its origins back to the city of Thalheim, where it began its journey towards becoming a global leader in the



solar power industry. Hanwha Q CELLS also has strong ties with BSW-Solar. Mr. Beckel is the latest in a string of Hanwha Q CELLS members who have served on the association's board.

"Germany has been at the forefront of energy revolution, and is regularly the testbed for new business models that are eventually adopted on a global scale," says Mr. Beckel. "This is one of the reasons why Hanwha Q CELLS places great faith in its R&D and Technology Headquarters at Thalheim – a site that still steers the innovative direction of what is now a truly global company."



Korea



Hanwha TOTAL Petrochemical

Hanwha Total Petrochemical Reaching Out to Hearts with "Kimchi" Community Outreach

Oliver Beckel, Director of Public of Affairs for Hanwha Q CELLS GmbH, recently joined the board of the German Solar Industry Association (Bundesverband Solarwirtschaft e.V. or BSW-Solar) as a member of its Executive Committee.

BSW-Solar is based in Berlin and has 800 member organizations from the German solar industry. Its members include installers, manufacturers, and EPC companies.

BSW-Solar primarily acts as an intermediary between government agencies, businesses, and public organizations that are involved in Germany's solar industry.

Hanwha Q CELLS has strong roots in Germany, tracing its origins back to the city of Thalheim, where it began its journey towards becoming a global leader in the solar power industry. Hanwha Q CELLS also has strong ties with BSW-Solar. Mr. Beckel is the latest in a string of Hanwha Q CELLS members who have served on the association's board.

"Germany has been at the forefront of energy revolution, and is regularly the testbed for new business models that are eventually adopted on a global scale," says Mr. Beckel. "This is one of the reasons why Hanwha Q CELLS places great faith in its R&D and Technology Headquarters at Thalheim – a site that still steers the innovative direction of what is now a truly global company."



United States of America



Hanwha Q CELLS America Inc.

Hanwha Q CELLS America and Hanwha Q CELLS USA Release Four New Promotional Videos

On November of 2018, Hanwha Q CELLS America and Hanwha Q CELLS USA released four new promotional videos online that shed new light on Hanwha Q CELLS' products, services and operations in the US.

- **Jenny Shin Video**
- **Eun-Hee Ji Video**

The first two videos feature Jenny Shin and Eun-Hee Ji, members of the Hanwha Q CELLS Golf Team, discussing the importance of solar power and their decision to have Q.PEAK DUO BLK panels installed on their homes in California and Florida, respectively. These videos also highlight the Q.PARTNERS program and how Hanwha Q CELLS collaborates with solar installers to deliver high quality solar products right to consumers' doorsteps.

- **Georgia Plant Video**

The third video shines a spotlight on Hanwha Q CELLS' soon-to-be-opened manufacturing plant in Dalton, Georgia. Scheduled to be completed by January of 2019, the plant will be the largest photovoltaic manufacturing facility in the



Western Hemisphere. Throughout the video, representatives from Georgia speak positively about Hanwha Q CELLS's decision to build the plant in their state and how it will bring more than 500 new jobs to the city of Dalton.

- **Beacon and Midway Video**

The fourth video draws attention to major solar power plant construction projects in Texas and California. The Midway Solar project is a solar power plant in Pecos County, Texas that boasts a manufacturing capacity of 237MW while the Beacon 2 & 5 project is a 108MW solar power plant in Kern County, California. Sweeping overhead shots taken from a drone show just how massive these construction projects are and how Hanwha Q CELLS is staking a claim for solar energy across the US.

To watch the videos, please go to : <https://bit.ly/2LUAYAS> ■

Hanwha TOTAL Petrochemical Awarded “World Class Product of Korea” for the 4th Consecutive Year

- High Isotactic Polypropylene (HIPP) is named a World Class Product of Korea
- HIPP dominates the global market for heat resistant polypropylene with 60% market share



Hanwha Total Petrochemical's Daesan plant produces High Isotactic Polypropylene, the world's most popular plastic product for electronic applications

Hanwha Total Petrochemical's High Isotactic Polypropylene (HIPP) for Electronic Application was designated as 2018's World Class Product of Korea by the Korea Trade and Investment Promotion Agency (KOTRA).

The World Class Product title is given only to select Korean products that are either among the top 5 in their industry worldwide or hold at least 5% of global market share with at least USD 50 million in sales or USD 5 million in exports annually.

Last year, HIPP was the world's number one heat resistant polypropylene product, making up more than 60% of the 140,000 tons of heat resistant polypropylene shipped annually.

This is the fourth consecutive year that a Hanwha Total Petrochemical Company's product was selected as a World Class Product of Korea. HIPP is the firm's fifth World Class Product and Hanwha Group's eighth.

HIPP is considered to be the world's gold standard for plastic used in electronics because of its superior product quality and brand recognition. HIPP is a versatile synthetic plastic that uses its own catalyst and polymerization process technology. As a result, HIPP has the world's best-in-class rigidity, shock resistance, and heat resistance. It is used in a wide variety of electronics that require long-term thermal stability including household appliances such as steam cleaners, coffee makers, air fryers, and more.

HIPP is an environmentally friendly material that does not contain harmful ingredients like lead, mercury, or cadmium, making it a popular alternative to materials like ABS and PVC. And because it is safer, the global HIPP market size for electronic applications is expected to increase and reach 1.14 million tons annually.

“Our work does not stop here. We will focus on R&D to come up with new manufacturing processes,” says a Hanwha Total Petrochemical spokesperson. “This way, we will continue to produce world-class products and accelerate our growth in the global high-end plastics market with our superior technology and product quality.” ■



HIPP is a versatile plastic product widely used in household appliances

Business Highlight

Hanwha Promotes Accessibility and Community Through Braille



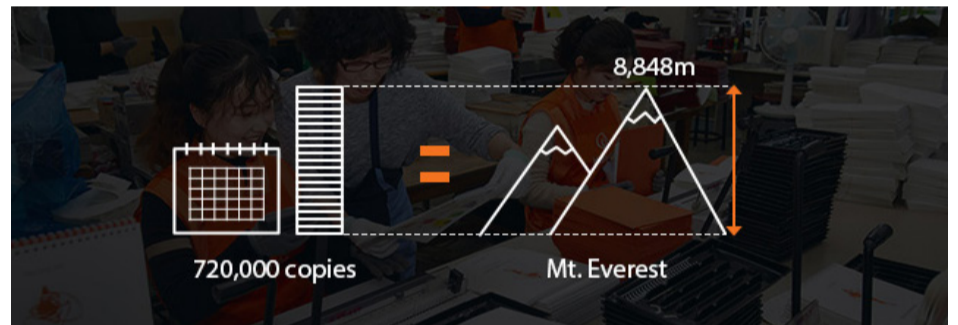
1 Every November, Hanwha commemorates Korean Braille Day by making and distributing braille calendars for free.



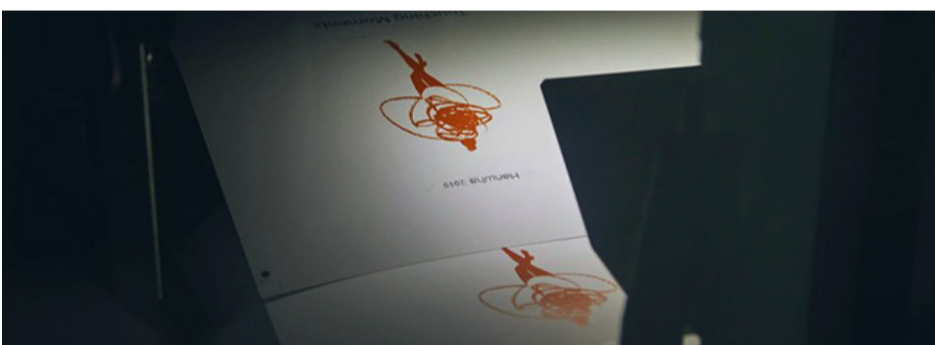
5 50,000 copies are made and delivered each year, making it the largest production run of braille calendars in Korea.



2 The braille calendar is designed to help the blind independently manage their schedules and features both braille and printed text.



6 Since 2000, Hanwha has made 720,000 calendars. If stacked on top of one another, it's enough to reach the peak of Mount Everest.



3 To ensure legibility, Hanwha employees manually type out each page of the calendar on a braille writer. The production is carefully overseen by braille experts to make sure every calendar is perfect.



7 Through this campaign, Hanwha is bringing blind and sighted people closer together. It is the perfect example of Hanwha striving to create a culture without discrimination.



4 Hanwha refines the calendar's design each year, based on user feedback, to make it as convenient to use as possible.



8 Hanwha is actively engaged in CSR initiatives around human resource development, arts and culture, volunteer work and donations. ■