

Hanwha Newsletter

01 Hanwha Expands Solar Solutions Horizon

- Hanwha Q CELLS Modules Power 2.5 MW Rooftop Project at 21 Supermarket Sites in Italy
- Hanwha Q CELLS Exhibited Comprehensive Package of Energy Solutions at Intersolar Europe 2019

02 Press Release

Hanwha Life Vietnam Holds 10th Anniversary Celebration and End of Fiscal Year Awards Ceremony

03 Hanwha Worldwide News

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



Hanwha Q CELLS Modules Power 2.5 MW Rooftop Project at 21 Supermarket Sites in Italy

· Project F is a series of solar rooftop installations on 21 supermarkets, located across northern Italy, installed and operated by the Italian developer Manni Energy Srl and utilizing nearly 9,000 Q.PLUS-G4.3 solar modules from Hanwha Q CELLS



Hanwha Q CELLS GmbH (“Hanwha Q CELLS” or “The Company”), the German subsidiary of one of the largest solar cell and module manufacturers in the world, Hanwha Q CELLS Co., Ltd, has supplied 2.529 MW of solar modules to Manni Energy Srl, the Italian solar developer for its *Project F*.

The Project consists of a total of 21 photovoltaic (“PV”) arrays across 21 supermarket rooftops and was commissioned by an Italian company, which operates in the large-scale retail channel.

In total, 8,895 multicrystalline solar modules Q.PLUS-G4.3 from Hanwha Q CELLS have been installed at the 21 sites, which are clustered around the industrialized regions of Lombardia (13 supermarkets), Veneto (three supermarkets), Emilia-Romagna (four supermarkets) and Piemonte (one supermarket). Combined, the 2.529 MW solar project will save an estimated 1,229,221 Kg of CO² every year, delivering clean solar energy that will be self-consumed by each supermarket.

Commercial & Industrial rooftop solar a growing sector for Italy



Completed early this year, Project F is part of a growing trend in Italy – particularly northern Italy – to embrace the green and cost benefits of solar power. Italy has now surpassed 20 GW of cumulative solar PV capacity, having grown by more than 430 MW in 2018, according to official installation data provided by grid operator Terna.

The bulk of 2018’s growth – 389.6 MW – was added in the Italian solar rooftop sector, with installations not exceeding 20 kW comprising the largest share, at 218.8 MW. This means that almost half of all Italian PV capacity added in 2018 was installed on rooftops within the power range of residential homes and smaller commercial and industrial (C&I) premises.

The 20 kW – 100 kW power range is also a fast-growing segment, reaching more than 75 MW of new installation capacity in 2018. Italy’s net metering program for C&I projects has helped to sustain this growth in the sector, while the continued decline of solar component costs is also making PV an increasingly attractive proposition for businesses in Italy.

Alessio Palla, Senior Key Account Manager Italy for Hanwha Q CELLS, said: “The Italian commercial and industrial solar sector is an exciting place to be right now, thanks to lower component costs that make solar PV an attractive prospect for many small businesses looking to self-consume the electricity they generate onsite. Hanwha Q CELLS was delighted to work with Manni Energy Srl on this project, which highlights the enduring potential of solar energy as an affordable, decentralized source of electricity in Italy.”

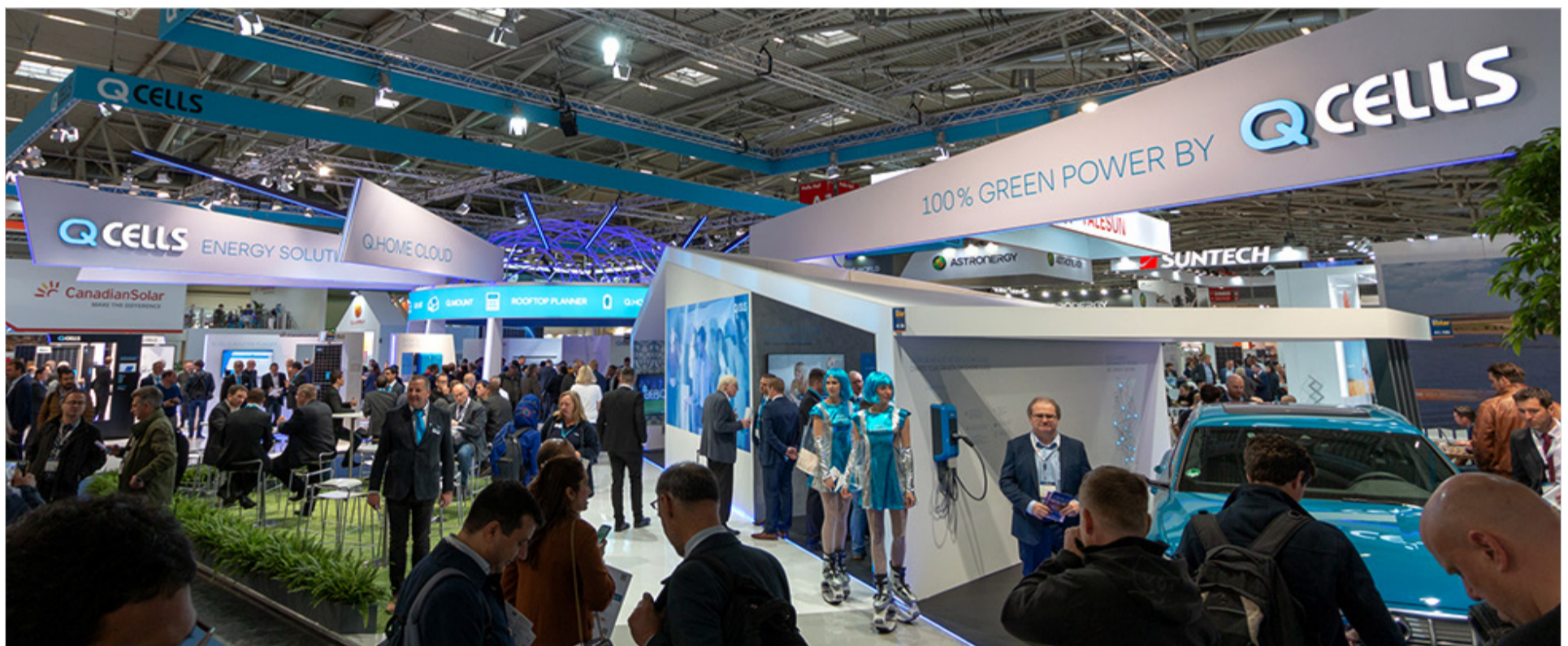
Stefano Grassi, Project Manager of Project F at Manni Energy Srl, added: “We selected the Q.PLUS-G4.3 solar module from Hanwha Q CELLS because it demonstrated to us a good balance on price and performance; it is a versatile and reliable solar module that is ideal for the northern Italian climate. Besides, for most of the projects, we also chose the Q.FLAT mounting system for its versatility and

fast installation.”

A supermarket rooftop is an ideal location for solar installations, but not all rooftops are created equal – as Githo Bezaka, Product Application Engineer at Hanwha Q CELLS, explains. “Of the 21 separate installations, 13 were completed using Hanwha Q CELLS’ Q.FLAT-G5 mounting system, with a further six using the Q.FLAT-G4 mounting system, and two that use Q.MOUNT system, which is required when installing on sloping roofs. For the flat roof installations, the Q.FLAT-G4 and G5 systems ensured that each array was installed in the shortest time possible, which helped to lower installation costs for the customer.” ■

Hanwha Q CELLS Exhibited Comprehensive Package of Energy Solutions at Intersolar Europe 2019

· From the latest iteration of the company's award-winning Q.PEAK DUO solar modules – including Hanwha Q CELLS' first-ever bifacial module – to the recently launched Q.ENERGY clean electricity tariff, Hanwha Q CELLS showcased its evolving capacity to be a provider of total energy solutions at Intersolar Europe



Hanwha Q CELLS GmbH ("Hanwha Q CELLS" or "The Company"), the German subsidiary of one of the largest solar cell and module manufacturers in the world, Hanwha Q CELLS Co., Ltd., once again wowed visitors at the Intersolar Europe exhibition in Munich. This year, Hanwha Q CELLS offered a comprehensive package of energy solutions, from solar modules and storage solutions to the direct supply of 100% guaranteed renewable energy.

While last year Hanwha Q CELLS' stage and screen hosted a series of informative presentations, this year's booth (A1.180 and A1.270) targeted a broader variety of premium market segments – which was quite fitting given the Company's focus on showcasing a range of new energy solutions designed for both the residential sector and the commercial and industrial (C&I) sector.

Introducing Q.ENERGY

As the market-leading solar module supplier in Germany in 2018, Hanwha Q CELLS stepped into 2019 eager to not only build on this leadership position, but to evolve into a total energy solutions provider. With the launch of Q.ENERGY, Hanwha Q CELLS became the first solar module manufacturer in the world to provide electricity directly to consumers.

The concept of Q.ENERGY is simple: customers can buy and consume 100% clean energy, regardless of whether they have their own solar system installed. Hanwha Q CELLS' Q.ENERGY service delivers electricity – drawn from 100% clean energy sources in Germany and Austria – to customers, enabling them to power their homes in a green and environmentally friendly manner.

Q.ENERGY offers two energy tariffs to customers: Basic and Smart. The Q.ENERGY Basic tariff gives customers a stable monthly fee for a whole year while they

participate in Hanwha Q CELLS' green power community. Both the monthly basic fee and price per kWh are calculated based on the consumer's postcode. The Q.ENERGY Smart tariff is based on the hourly price of green energy. Customers of this tariff can view electricity prices 24 hours in advance, and are able to proactively decide when to – for example – run their dishwasher or charge their electric vehicle in the most cost-effective manner.

Home is where the smart is

In addition to Q.ENERGY, Hanwha Q CELLS also showcased at Intersolar Europe the Q.HOME Cloud, which provides homeowners with the chance to take full and complete control of how they produce, consume, store and share their solar energy. Launching in Germany, the Q.HOME Cloud delivers decentralized energy solutions for homeowners who have the Hanwha Q CELLS solar+storage system installed. Stored solar energy can be smartly consumed by the homeowner, or – via the energy management software – intelligently, sustainably and cost-effectively utilized via a cloud-based system. The homeowner, meanwhile, receives the full FIT and simply pays a monthly flat rate.

Reliable solar and storage solutions to drive European growth

A recent market forecast by Bloomberg New Energy Finance (BNEF) expects 18 GW of new solar PV capacity to be added in Europe in 2019. Such a figure runs close to the record 21.2 GW installed in the heady days of 2011 and continues an upward installation trend that began in 2016. Faced with such bullish projections, the industry is becoming increasingly competitive, and while Hanwha Q CELLS remains the market leader in many of the continent's largest and most important markets, the Company is determined to continue innovating and raising the bar

in terms of solar module reliability and performance.

To demonstrate this commitment, Hanwha Q CELLS showcased its broadest ever selection of solar solutions at Intersolar Europe 2019. The Company's flagship module series – the half-cell, monocrystalline Q.PEAK DUO (which last year won the Intersolar Award in the category of Photovoltaics) – was expanded with the recent launch of the Q.PEAK DUO-G6. This module range is manufactured with M4 wafers, which boast dimensions of 161.70 mm (as opposed to the 156.75 mm wafer dimensions found in the G5 range). These larger wafers help each module deliver up to about 6 % more power, meaning that the 120 cells Q.PEAK DUO-G6 version can deliver 355 Wp. In the format of 144 cells, the Q.PEAK DUO L-G6 has a power output of up to 420 Wp.

Complementing the new Q.PEAK DUO-G6 solar module was its predecessor, the Q.PEAK DUO-G5, the aesthetically pleasing Q.PEAK DUO BLK-G5, and the next-generation Q.PEAK DUO-G7, which will be made commercially available later this year.

Also on show at the Hanwha Q CELLS booth was the Q.PEAK DUO L-G5.3/BF, the company's first ever bifacial module. The Q.PEAK DUO L-G5.3/BF is also a double glass (glass-glass) monocrystalline half-cell module manufactured with a white grid on the rear-glass for optimal energy harvest due to a very high front-side power of close to 400 W. Because of this high front-side power, a bifaciality factor of 70% means a rear-side power of up to 280 W, making the Q.PEAK DUO L-G5.3/BF an attractive proposition for developers seeking high energy yields. Commercialization of this product is scheduled for Q3 of this year.

All Hanwha Q CELLS solar modules exhibited at Intersolar Europe are manufactured using the company's patent-protected, unique passivation technology, which is a key ingredient in our Q.ANTUM Technology. Additional cutting-edge technological and security features of Q.ANTUM Technology include excellent Anti-LID (light induced degradation) and Anti-PID (potential induced degradation) performance, as well as Hot-Spot Protect and traceable quality with Tra.Q™ laser identification to protect against counterfeiting.

Joining this range of solar modules at the Hanwha Q CELLS booth was the Q.FLAT-G5 mounting system designed for easy and fast installation on flat rooftops; the Q.HOME+ ESS HYB-G2 modular and scalable storage solution, and the new Q.HOME+ ESS AC-G2 battery, which is an AC-coupled storage system that is ideal for self-consumption markets.

Hanwha Q CELLS' Head of EU Sales Maeng Yoon Kim said: "The very DNA of Hanwha Q CELLS is rooted in European R&D excellence and a desire to consistently deliver top-quality renewable energy products and services. We are very proud to arrive at Intersolar Europe as the leading solar module manufacturer in Europe, and are excited at the opportunities we can further bring to various markets across the continent with our new service offerings, such as Q.ENERGY and the Q.HOME Cloud."

"At the same time, Hanwha Q CELLS continues to strive towards even greater excellence in solar module innovation, and we will continue to push the boundaries of cell and module technology thanks to our commitment to not only supporting R&D, but protecting our innovations. We believe that this is the perfect approach to take in order to support the sustainable growth of solar in Europe." ■

Hanwha Life Vietnam Holds 10th Anniversary Celebration and End of Fiscal Year Awards Ceremony

- It's been 10 years since Hanwha Life has entered the Vietnamese life insurance market and became the first Korean insurance provider to do so
- Among all the companies that have been in operations for less than 10 years, Hanwha Vietnam is the fastest growing insurance provider in Vietnam
- The 10th anniversary celebration and awards ceremony, marking the end of the fiscal year, took place in Da Nang, Vietnam on April 11



The CEO of Hanwha Life, Nam-gyu Cha (second from left), and the Chairman and General Director of Hanwha Life Vietnam, Back Jong Kook (left), took a commemorative photo to celebrate the crowning of Queen of the Year 2018 Dang Van Anh (center) alongside CAO (Chief Agency Officer) of Hanwha Life Vietnam, Luu Thai Thuan (second from right), and Regional CAO (Chief Agency Officer, North) at Hanwha Life Vietnam, Vu Ba Tuyen (right)

On April 11, Hanwha Life Vietnam celebrated its 10th year of operations in Vietnam with a special commemorative event. During this special occasion, an awards ceremony was held to also mark the end of fiscal year 2018. The Chairman and General Director of Hanwha Life Vietnam, Back Jong Kook, was at hand to celebrate with 300 employees and insurance planners in the grand ballroom of the Vinpearl Luxury Da Nang resort in Da Nang, Vietnam.

The CEO of Hanwha Life, Nam-gyu Cha, and other members of senior management from Hanwha Life headquarters in Korea flew in for this special event. Phung Ngoc Khanh, Director of the Vietnamese Finance Ministry's Department of the Insurance Supervisory Authority and Ngo Viet Trung, Deputy Director of the same department, graced the event on behalf of the Vietnamese government to congratulate Hanwha Life Vietnam for the last decade of achievements and great performance for the fiscal year 2018. The CEO of VinVentures (a member of Vingroup), Linh Thai, was also in attendance, having previously accepted a USD 400 million investment from Hanwha Asset Management in August of 2018.

During the ceremony, employee Dang Van Anh was crowned as "Queen of the Year 2018" in honor of her service to the company.

"I am so honored to be Queen of the Year in the same year we're celebrating Hanwha Life's 10th anniversary in Vietnam," Ms. Dang said. "I want to keep working at Hanwha Life, helping the Vietnamese people secure their dreams and future,

until we are Vietnam's top insurance provider!"

In addition to honoring Ms. Dang, 22 other employees and 11 insurance planners were recognized for their 10 years of service with Hanwha Life Vietnam. 32 Hanwha Life Vietnam insurance planners also received prizes for their top sales performances.

"For the last 10 years, Hanwha Life Vietnam has been the fastest growing



Hanwha Life Vietnam held a tenth anniversary celebration and end of fiscal year awards ceremony in the grand ballroom of the Vinpearl Luxury Da Nang resort on April 11

insurance provider in Vietnam thanks to the hard work and efforts of our Vietnamese employees and subsidiary companies," said CEO Cha. "I look forward to Hanwha Life Vietnam becoming Southeast Asia's premier insurance company over the next 10 years under Hanwha's belief in 'going further together'."

Forging new frontiers in the Vietnamese insurance industry

When Hanwha Life Insurance entered the Vietnamese insurance market in April of 2009, it was the first Korean life insurance company to set up a wholly owned subsidiary without a local partner in the country. Now, after 10 years of growth and success, the company is regarded as a prime example of how a company should be set up and operate in the Vietnamese financial market.

Hanwha Life Vietnam has quickly become Vietnam's fastest growing insurance provider in operation for less than 10 years. Since its founding, Hanwha Life Vietnam has grown nearly 15 times larger, surging from VND 41 billion (USD 1.77 million) in new contracts in 2009 to VND 871.5 billion (USD 37.59 million) by the end of 2018. At the same time, its overall incoming premium payments grew from VND 32.2 billion (USD 1.39 million) to VND 2.13 trillion (USD 92 million). The company now has 106 offices in major cities, including Ho Chi Minh City, Hanoi, Da Nang, and Can Tho. And from a humble beginning with only 450 planners in 2009, Hanwha Life Vietnam now boasts more than 14,319 financial planners across Vietnam.



Hanwha Life Vietnam's head office in Ho Chi Minh City

[Achieving rapid success with localized products and customer service]

Hanwha Life Vietnam's success is due to its strong localization strategy. Over 300 of its original employees were local hires while only three were Korean expatriates. By leveraging their intimate knowledge of the local market and the needs of Vietnamese consumers, Hanwha Life Vietnam's local employees have built an extensive and effective sales network that gives the company a significant competitive advantage.

Vietnam is still very much an emerging insurance market with a rapid increase in demand for insurance coverage, due to the improving economy that is creating higher wages, increasing size of the middle class, and expanding awareness among younger people on the importance of getting insurance coverage.

Hanwha Life Vietnam is targeting this younger generation of Vietnam with retirement plans and interest-linked products that can grow their savings. Vietnamese who buy insurance are also increasingly health-conscious, leading to an uptick in the sale of health insurance plans as incomes rise.

Building on the knowledge and experience gained by Hanwha Life in the Korean insurance market, Hanwha Life Vietnam has also implemented a continuing education program and activity management system to shape its local work culture and improve the financial performance of its insurance planners and their quality of life.

Hanwha Life Vietnam has some of the best customer retention rates in the Vietnamese insurance market, due in part to constant updates to its product portfolio with respect to the ever-changing needs of local customers. 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 leads social change through CSR]



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 take an active role in improving people's lives.

In Vietnam, individuals must purchase new health insurance cards every year. Although there is some government assistance for the underprivileged, 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 also looking to further improve the lives of local underdeveloped communities and marginalized citizens. The company has constructed community health centers in Bac Phong, Hoa Binh Kim Truy, and Bac Kan. In Tra Vinh, the fourth region where Hanwha Life Vietnam constructed a health center, local residents now have access to a comprehensive facility that offers safe and hygienic health services in its nine exam rooms, including one with OB/GYN capabilities that will greatly reduce infant and maternal mortality rates in the province.

In addition, Hanwha Life Vietnam has built 160 new homes on land donated by the Vietnamese government. The homes were provided free of charge to disadvantaged people to help them become more self-sufficient. It has also donated bicycles to school children.

"We will always be a company that fulfills its corporate social responsibilities," said General Director Back. "Through our CSR activities, we will be a global insurance company that grows with local communities."

In conversation with Back Jong Kook, Chairman and General Director of Hanwha Life Vietnam

When did Hanwha Life Insurance start business in Vietnam? And, what has been accomplished so far?

We were established as a wholly owned subsidiary of Hanwha Life in September of 2008 and began operations in April of 2009 by opening one branch in Hanoi and two in Ho Chi Minh City. This was the first time a Korean insurance company opened a wholly-owned foreign subsidiary in Vietnam.

Since then, we've grown into a medium-sized life insurance company in the country with a network of 106 branches nationwide by the end of 2018. We have nearly 310 local employees as well as over 14,000 agents.

With more than 100,000 customers, we have the fastest growth among life insurance companies that have entered the Vietnamese market less than a decade ago.

What are the characteristics of financial service customers in Vietnam? And, how much are they interested in insurance?

Thanks to the nearly 7% annual economic growth, Vietnam is developing at breakneck speed. However, its financial market is underdeveloped, with most of the public not having bank accounts.

The Vietnamese people are hard-working and diligent with a strong desire to improve their quality of life. They care about their families, particularly their children's education, so they actively save and invest their money.

Their interest in insurance is aligned with this tendency, as we saw in the early stage of the Korean life insurance industry. The focus is on savings insurance plans, where premiums are refunded at maturity, as well as conventional endowment insurance plans to prepare better futures for their families.

Although Vietnamese consumers are generally not looking to purchase insurance at the moment, the benefits of life insurance and other insurance-based investment plans will undoubtedly lead to rising demand that will be faster than expected. We are focusing on endowment policies and savings insurance, but we are seeing a gradually increasing demand for coverage among younger people and middle-class families.

Nearly 70% of population in Vietnam live in rural areas. What obstacles have there been to your sales campaigns and marketing strategies? And, how have you addressed these obstacles?

Vietnam has enjoyed fast economic growth since it instituted economic reforms in 1986. But rural residents, as well as the urban poor, still make up a large portion of the population. Fortunately, the rapid growth of the middle class is changing the landscape of both urban and rural areas. We've found that sales are growing faster in small to mid-sized cities and in rural areas than in metropolitan areas.

In Korea, Hanwha Life's growth flourished through face-to-face meetings between customers and salespeople. We leveraged this knowledge and experience to create a localized approach and empowered every local employee with complete responsibility over their sales in the field. After all, they were the ones who knew the local market and cultural practices better than anyone.

And to address Hanwha Life's lack of brand recognition among local consumers, we consistently engaged in various CSR activities, such as donations for the building of new homes, charity projects to support the construction of health centers, kindergartens and schools, and a health insurance card issuance program. These activities were in addition to conventional PR activities using media. While these efforts were intended to improve the reputation of our brand and to expand our client base, the underlying fact was, they really did help the people of Vietnam.

We also focused on hiring our salespeople locally from a very strong pool of individuals with professional backgrounds in public service, education, and finance. In so doing, the quality of our services improved and our salespeople who were already connected to the public, were able to effectively educate and positively change the general perception of life insurance.

What is the current state of the Vietnamese insurance market? Please share with us the gap between Vietnamese and Korean insurance markets.

The life insurance industry in Vietnam dates back only to 1996, when a state-owned insurance company was founded. The industry was invigorated in 1999, when foreign life insurance companies set up local operations and began doing business. Thus, the Vietnamese life insurance industry is less than twenty years old.

In a relatively short span of time 18 global insurance companies have already established themselves in the market today. Of these, the top five companies, including Hanwha Life, have made inroads into local market earlier than others between the late 1990s and the early 2000s. These top five now account for 80% of the local market share. The other 13 companies are considered latecomers and are now competing for the remaining 20% of the market share.

By the end of 2018, the Vietnamese industry stood at KRW 15 trillion under management, which is just 1.8% of Korea's KRW 857 trillion assets under management (AUM). Its annual premium income reached KRW 4.4 trillion, nearly 4% of Korea's premium income of KRW 114 trillion. It is still in the early stages, but Vietnam is one of the fastest growing insurance markets globally with an annual growth rate of more than 30%.

How much potential do you think Vietnam's financial and insurance markets have? And, why do you think so?

As I said before, the life insurance market in Vietnam is in its infancy stage but with its AUM and premium income showing just 1% to 2% of the Korean market, large global life insurance companies are trying to set up their business here in this market.

In fact, the local market is seeing more than one new player every year. The first reason is that Vietnam's population is quickly growing towards 100 million people while its economy is growing at a healthy pace of 6% annually. The country also has limitless potential as half of the nation is currently under the age of 30, a lucrative segment typically with the highest demand.

Another reason is the easy access to a pool of qualified human resources. The credit goes to a nation of people who are well-educated and can therefore supply any company seeking expansions into neighboring countries, with the human capital to do so.

What are Hanwha Life Vietnam's goals for the future?

First, I'm confident we'll become an industry-leading player in the local life insurance industry as fast as possible by achieving the mid- and long-term objectives we set for the expansion of our business. As the leader of this organization, I encourage all employees of Hanwha Life Insurance Vietnam to achieve our common goals by 2020.

Second, we'll be able to leverage the knowledge and experience we've gained from our pioneering years in the life insurance industry in Korea to provide superior products and customer service in Vietnam. We'll also be able to implement education programs and activity management systems to develop the optimal work culture and sales teams that are best for the Vietnamese local markets.

Lastly, we will keep spreading a positive image of Korea and the good that Hanwha does throughout Vietnam as part of our PR efforts to strengthen our relationship with and educate the general public on the importance and value of insurance.

Finally, do you have any advice for financial services companies planning to expand into the Vietnamese market?

Since the Vietnamese financial services industry does not have clearly defined rules and regulations, the arbitrary interpretation of the laws by the local authorities makes up a large part of market regulation. Therefore, a careful and detailed approach to legal affairs is required for any company interested in investing or setting up operations in the local market.

Also, one should have a good understanding of the Vietnamese culture, living habits, the geography and the cultural aspects of the local market. It's important to identify what your strengths are and be able to correctly determine whether your strengths can lead to success in this market. ■

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



China



Hanwha Chemical (Ningbo) Co.,Ltd

Hanwha Chemical(Ningbo) Co., Ltd. Teaches Road Rules to Children

Hanwha Chemical(Ningbo) Co., Ltd. always concerned with safety in and out of the workplace, visited students at Daxie Primary School No. 2 to teach the children the importance of traffic safety. Dong Seok Kim, President of Hanwha Chemical(Ningbo) Co., Ltd. and Dong Soo Koh, Director at Hanwha Chemical(Ningbo) Co., Ltd. worked together with the Ningbo Daxie Development Zone traffic police to lead a seminar called: "Stop on red. Go on green. Traffic safety begins with me."

The participating schoolchildren learned how to be aware of potential dangers on the street, how to obey basic traffic rules, and how to be considerate of others on the street. Teaching them the importance of these issues helps improve overall traffic safety and ensures that they grow up healthy and avoiding injuries.

Hanwha Chemical(Ningbo) Co., Ltd. intends to continue conducting traffic safety training and other CSR activities to foster company-wide volunteerism to reach out and forge strong bonds with the local community.

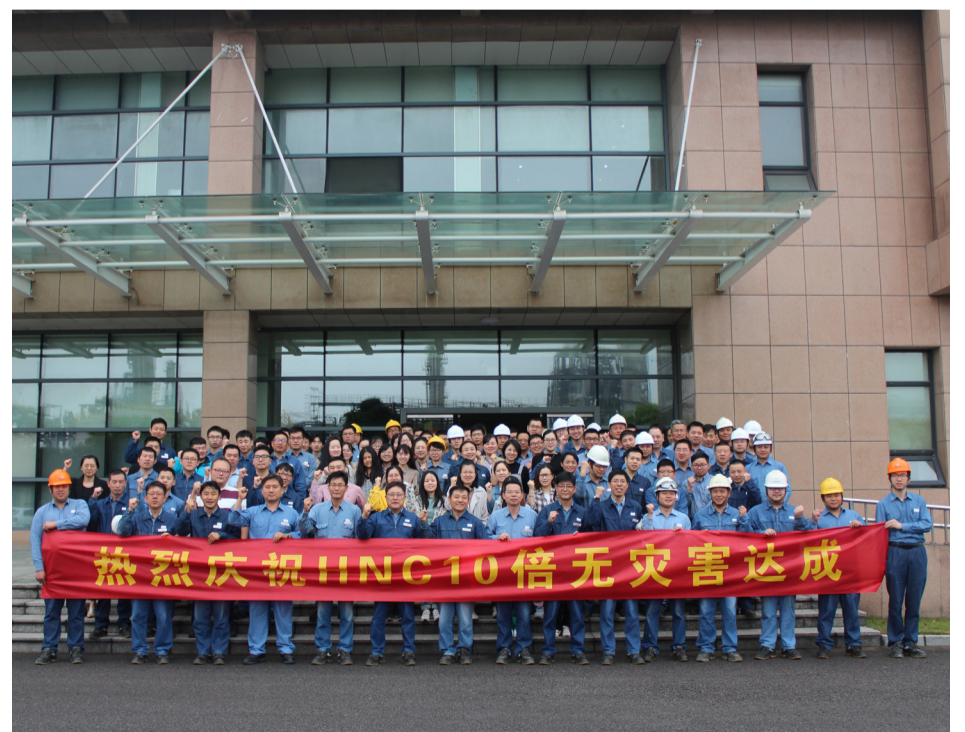


Hanwha Chemical (Ningbo) Co.,Ltd

Hanwha Chemical(Ningbo) Co., Ltd. Exceeds Injury-free Milestone

April 22 was a celebratory day for Hanwha Chemical(Ningbo) Co., Ltd. as it exceeded its goals for injury-free operations and matched the performance of Hanwha Chemical headquarters in Korea. The company has operated for 2400 days (from September 13, 2012, to April 9, 2019) without any major injuries. Had Hanwha Chemical(Ningbo) Co., Ltd. been in Korea, this would have received an official certification from the Korean Occupational Safety & Health Agency.

Speaking to employees at their plant's main auditorium in Ningbo, China, Dong Seok Kim, President of Hanwha Chemical(Ningbo) Co., Ltd. gave a congratulatory address distributed bonuses and commemorative gifts to employee representatives.



Hanwha Advanced Materials Beijing

Hanwha Advanced Materials Beijing Puts the Spotlight on Safety

In the month of April 2019, Hanwha Advanced Materials Beijing ran a program to better improve safety at the workplace for employees. Based on the motto of “safety begins with production and production equals safety”, employees were encouraged to more vigilant in their work environment. They were taken on a tour of the company’s manufacturing facility to learn how to better identify potential dangers, and later participated in a discussion on how to further improve safety measures.

Employees were also treated to a special barbecue to wrap up the program at the end of month, spending an evening cooking and eating skewers while learning



about fire safety and firefighting techniques. The barbecue was the perfect way to conclude the program as employees learned the importance of always being alert to potential dangers around the workplace in a more relaxed setting.

United States of America

Hanwha Techwin America

Hanwha Techwin America Converges Sales and Innovation at ISC West 2019

Hanwha Techwin America showed off its latest video surveillance products, solutions, and technologies at ISC West 2019, America’s largest security trade fair, in Las Vegas from April 10 to April 12. Among the products on display was the Wisenet X Plus modular and multi-directional camera that earned rave reviews from attendees who stopped by Hanwha Techwin America’s booth.

American trade exhibitions like ISC West are vital to Hanwha Techwin America as the North American market represents a significant portion of the company’s sales. In 2018, North America alone made up over 40% of Hanwha Techwin America’s sales, and the company intends to leverage established relationships and establish new ones to continue growing.

As a founding member of the newly established Open Security & Safety Alliance, an international organization that promotes standardization of security and safety solutions, Hanwha Techwin America also took advantage of ISC West 2019 to invite 20 leading Korean communications and security companies to join forces and take the lead in developing converged security solutions.



“With the advent of the latest ICT technologies, such as AI and IoT, security has never been more important,” said a Hanwha Techwin America spokesperson. “There is a growing need for convergence in technologies and products and Hanwha Techwin America will take the lead to offer new value and service models to our customers.” ■