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Find Your Young Hanwha Spirit

Hanwha TRcircle Photo Contest

May 10, 2018 ~ June 6, 2018

 SHOOT >>  SUBMIT >>  WIN



Hanwha TRcircle

The Hanwha TRcircle depicts three interlocked circles in different shades of orange. The overlapping design represents the company's dynamic energy, constant evolution, and "Unlimited Growth".

Please visit www.hanwha.com/en/brand-identity to read more about Hanwha's TRcircle and brand identity

The Beginning of Young Hanwha

As our business expands and our market position strengthens, our corporate culture must also rise to higher levels. Even as we celebrate our 64 years, we must not forget the days of our humble beginnings and our noble founding philosophy. We must each stir the 'Young Hanwha' that, we know, lives within.

- Chairman Seung Youn Kim

In 2016, Hanwha Group officially announced that it will **establish a young, forward-thinking culture** in order to fearlessly innovate for the future. As part of this initiative, Hanwha Group is inviting every member of its global network to enter the TRcircle photo contest and demonstrate their "Young Hanwha" spirit. Every shortlisted and winning entry will be published on our global newsroom and shared in the July newsletter.



3 Easy Steps



Take a photo (by yourself or with your colleagues) that incorporates the Hanwha TRcircle in a meaningful way.



Choose your best shot and write up a short caption of the photo. Submit via Google Form or e-mail (download the entry form below and submit to newsletter@hanwha.com)



All submissions will be carefully reviewed by a panel of judges. Winners will be announced in the July newsletter.

Please visit www.hanwha.com/en/tricirclephotocontest to submit your entry

What we are looking for

To win, your entry must clearly incorporate the Hanwha TRIRCLE, whether it's the actual logo within the photo or a depiction of the three interlocked circles interpreted in your own style. Show your "Young Hanwha" spirit or demonstrate Hanwha's core values (Challenge, Dedication, and Integrity) in the photo to earn additional points.

Please visit www.hanwha.com/en/hanwha-corevalue to read more about Hanwha's core values



Our shared love of sport keeps us fit and dynamic. Here we are forming a TRIRCLE with our bodies after an inter-office game of basketball.



Our team showed off our Young Hanwha spirit by painting our faces and playing hard during a football tournament.



Our team stays young and forward thinking by getting together for team activities once a month.

Things to consider

- Does your photo incorporate the Hanwha TRIRCLE in a unique and creative way?
- Does your photo demonstrate Hanwha's new young and forward thinking culture?
- Does your photo demonstrate how Hanwha's core values impact the way you work?

A Golden Opportunity

As a symbol of this event's importance, the Grand Prize winner will receive a Hanwha TRIRCLE Gold Medal. Made of solid 24k gold and weighing 37.5 grams, this medal will be presented to the individual whose entry best incorporates the Hanwha TRIRCLE and the "Young Hanwha" spirit in an engaging manner.



Grand Prize (1 person)

The winner will receive the Hanwha TRIRCLE Gold Medal and a commemorative crystal trophy. The gold medal will go to the one person who submitted the winning photo and caption while those who were featured in the image will receive a crystal trophy as special thanks for participating.

Includes

- ONE Hanwha TRIRCLE Gold Medal
- A crystal trophy, with your winning photo etched onto the surface



Second Prize (2 teams, up to 20 people)

The runner up will receive a special gift pack, which will be awarded to up to 20 people who were featured in the runner up entry. A business division that had the most number of individual entries will also receive the gift pack for up to 20 participants.

Includes

- "Young Hanwha" Commemorative Boxes



Third Prize (3 teams, up to 20 people)

Three third place winners will receive a limited edition commemorative torch pen. The torch pens will go to up to 20 people who were featured in the entries.

Includes

- 2018 PyeongChang Winter Olympic Games Hanwha Commemorative Torch Pen

Deadline June 6, 2018 at 23:59 (KST)

Hanwha Group Leads Global Discussion on Blockchain at the Boao Forum for Asia

- Hanwha Group hosts roundtable discussion with leading blockchain experts from around the world
- Hanwha Life Chief Innovation Officer Dong Won Kim invited to closed session hosted by Chinese President Xi Jinping



Global blockchain experts at a roundtable discussion led by Hanwha Group at the 2018 Boao Forum for Asia Annual Conference

Hanwha Group hosted an official roundtable discussion on April 11 during the 18th Boao Forum for Asia(BFA) conference in Hainan Province, China. Modeled after the World Economic Forum in Switzerland, the Boao Forum brings together top government officials, business executives, and academics to discuss issues affecting Asia and the world. The theme for this year's Annual Conference was "An Open and Innovative Asia for a World of Greater Prosperity".

Insight and Debate

This is the fifth consecutive year that Hanwha Group attended the Boao Forum and the second year that it hosted an official session. It is the ideal venue for the Group to share its deep knowledge of important Asian markets such as China and an opportunity to contribute to a global discourse.

Hanwha Group's session at this year's Boao Forum was a roundtable discussion titled: "Blockchain: Theory, Technology & Application." Moderated by CCTV anchor Sixuan Li, the session brought together 15 leading blockchain experts from ten countries (including Korea, China, Japan, Germany, and the United States) for an intense debate that lasted for more than two hours.

Each expert spoke at length about their respective region's unique requirements and how blockchain could be used to address those needs. They also discussed growth strategies for the technology and as the global economy becomes more decentralized, blockchain's adoption by different industries around the world.

Participants at a session hosted by Hanwha Group's included Seunghwan Han, CEO of Upground, a Korean company which provides an integrated blockchain ecosystem connecting major international players; Loi Luu, Founder of Kyber Networks, a decentralized cryptocurrency exchange in Singapore; Trent McConaghy, who develops blockchain database platforms for Bigchain DB in Germany, and Antti Pennanen, founder and CEO of MONI, Ltd., which develops blockchain-based banking tools in Finland.

Hanwha Life Chief Innovation Officer Dong Won Kim also attended a business

leaders' discussion chaired by Chinese President Xi Jinping. Close to 50 of the world's leading executives participated in the closed session, including Bank of China President Chen Siqing and Toyota Motor Corporation President Takeshi Uchiyamada.



Hanwha Life CIO Dong Won Kim speaks with Takashi Okita, CEO of SBI Ripple Asia, during the Hanwha Night networking event at the Boao Forum for Asia Annual Conference in Hainan Province, China

CIO Kim is a regular presence at the Boao Forum. Kim was on the Young Business Leader list at the 2016 BFA and served as a panelist on the forum for three years in a row. At these events, CIO Kim shared his insights on the global FinTech industry with other prominent young leaders in politics, society, culture, and finance around the world.

Supporting the Future

CIO Kim is a leading advocate of fostering the FinTech ecosystem in Korea, including initiatives within the blockchain technology space. Having recognized its potential to disrupt the finance industry early on in the Fourth Industrial Revolution, he spearheaded many initiatives to adopt and develop blockchain at Hanwha Life. CIO Kim is also a passionate supporter and investor of startups. He

has spearheaded various initiatives and dedicated resources to grow the startup ecosystem in the Asian region through DREAMPLUS, Hanwha Life's startup incubator.



Hanwha Life CIO Dong Won Kim speaks with Takashi Okita, CEO of SBI Ripple Asia, during the Hanwha Night networking event at the Boao Forum for Asia Annual Conference in Hainan Province, China

DREAMPLUS is where young and aspiring entrepreneurs have the opportunity to take their ideas and develop them into fully executable products that with Hanwha's assistance, commercialize. With two large offices in Seoul, DREAMPLUS provides these entrepreneurs with a collaborative working environment as well as support and mentorship from a global finance company.

Through a cooperative arrangement, Hanwha Life is seeking to transform the international finance industry and lead the world through the Fourth Industrial Revolution's dramatic changes and broad impacts. ■

THE PLAZA Seoul Presents an Haute Cuisine Spectacular by Michelin Star Chef

- Chef Takeshi Kobayashi collaborates with THE PLAZA Seoul's Chef Chu Sheng Lo to present diners with a unique omakase dining experience
- Signature Chinese cuisine was prepared with ingredients from both Korea and Japan



Chef Chu Sheng Lo of Taoyuen (left) and Chef Takeshi Kobayashi of Mitamachi Momonoki (right) prepare Chinese haute cuisine for diners at Taoyuen, THE PLAZA Seoul

Luxury boutique hotel THE PLAZA Seoul held an extraordinary gala dinner event on the 26th and 27th of April at THE PLAZA's Chinese restaurant Taoyuen. Master Chef Takeshi Kobayashi delighted diners with the very best in Chinese haute cuisine; it was an unforgettable gastronomic experience.

Chef Kobayashi is chef and owner of Mitamachi Momonoki, a two Michelin star restaurant in Tokyo. He attracts global attention with his sophisticated approach to cooking that combines the "fiery" passion of Chinese cuisine and the "cool"-ness inherent to Japanese cuisine. He is the only Chinese cuisine chef in Japan who offers an omakase menu, or "chef's recommendation," where diners entrust the chef to prepare a meal of his own choosing.

Chef Kobayashi's skills were on full display at the Taoyuen. On the first night, he worked with Taoyuen's resident Chef Chu Sheng Lo to prepare a "Four Hands" gala dinner. On the second night, Chef Kobayashi presented diners with a chef's Signature Gala Dinner.

The evening's 11-course menu, including stir-fried Hanwoo beef and dim sum, was prepared specifically for the occasion using ingredients Chef Kobayashi procured from markets in Korea and Japan. Each course was presented with a specially selected wine pairing.

However, the Chef's Signature Gala dinner was not merely about fine food. Chef Kobayashi mingled with the diners in the dining room, sharing conversations and his philosophies on cooking.

"I am honored to have this opportunity to prepare a gala dinner with the chef of the best Chinese restaurant in Korea," said Chef Kobayashi of Chef Chu and his time at the Taoyuen. "I was determined to give the diners an unforgettable evening as they experienced the world's only Chinese omakase service."

Chef Kobayashi's residency at Taoyuen is part and parcel of THE PLAZA's ongoing efforts to provide gourmands with more opportunities to experience fine dining from world-class chefs. Some of these world-renowned culinary masters include the staff of Ooedo, the famous 200-year-old freshwater eel restaurant, and Chef Qin Shuangshuang, who formerly worked at the Venetian Resort Hotel in Macau. The team presented an unforgettable dining experience in 2011 and 2012. Star chefs such as Lai Yau Tim and Alvin Leung were also invited to present gala dinners in 2014 and 2016, respectively.

Now in its forty-second year of operations, Taoyuen has anchored THE PLAZA's dining experience ever since the restaurant opened its doors in 1976. Constantly refining and innovating how Chinese cuisine is served and enjoyed in Korea. Taoyuen is one of Korea's premier fine dining Chinese restaurants.

THE PLAZA is a boutique hotel located in Seoul, Korea that is perfect for business or leisure. Owned and operated by Hanwha Hotels & Resort, the hotel's highly trained staff and luxury facilities provide guests with a peerless level of service. ■

Welcome to Tomorrow's Hotel, Today

As traveler Mr. Joe "Smart" steps into the lobby, cameras scan his face and the automated reception system checks him in. The AI concierge assigns him a room that match his preferences - a double bed with an ocean view and continental breakfast. He is presented with a courtesy smartphone that can be used as a digital room key and remote control for everything in his room. At the end of his stay, check out is as simple as walking out of the hotel.

This may sound futuristic but most of this is already happening in hotels around the world. The advent of new technologies is driving the hospitality industry towards providing smarter and super-personalized guest experiences. As travelers become savvier with which hotels they choose to stay, hotels are turning to technology to enhance their offerings and raise their level of service.

Data knows best: The smart way to make a room



Hotels are already embracing technology to maximize guest comfort

Customer retention has always been a priority for hotels knowing that guests only return if they feel that their needs were properly met. Technological innovations now allow hotels to gather data when guests use their facilities and services. They then use them to hyper-personalize guest experiences.

Establishments that are ahead of the curve already offer smart hotel technological conveniences through smartphone apps such as reservations, semi-automated check-ins, check-outs, and even robo-butlers to deliver towels and other amenities on demand. As smart hotel technologies continue to improve, guest satisfactions, convenience and overall efficiencies should commensurately increase.

For example, a luxury boutique hotel THE PLAZA in Seoul replaced the venerable in-room telephone with handy, a hospitality smartphone that guests can use throughout their stay. In addition to providing guests with free telephone and internet services, the device can also control in-room features like lights, thermostats, and TVs. Guests can also use the device to receive concierge services 24/7.



THE PLAZA Seoul provides its guests with wireless connectivity, concierge services, and in-room automation via a handy Smartphone.

It's good business

The real reason behind the industry's eagerness to adopt the latest technology lies in the economic benefits that it brings.

Hotels already use digital devices to track guests' behavior to gain insight into how



THE PLAZA Seoul provides its guests with in-room shopping service via its digital concierge platform.

to best serve each guest's specific needs without having to ask. Tech savvy hotels go one step further by using this information to guide guests towards various touch points during their stays. They use "thick data" - a quantitative analysis of big data - to intelligently predict what each guest will prefer, and use in-room devices to directly interact with guests both on and off premises.

This allows hotels to not only personalize guests' experiences throughout their stays but also upsell their products and services such as food & beverage, spa, wellness, and souvenirs. What is truly amazing is that hotels can be graceful and even natural in their approach to upsell their products and services. Product and service offerings can all be based on past interests, use or purchase behavior.

The smarter hotel for the future

Like any industry in the midst of the fourth industrial revolution, smart hotels are likely to become even more automated as the human assistance diminishes. Maturing technologies in AI, facial recognition, and near field communication (NFC) will make the guest experience even more seamless and efficient. Everything from guests' entertainment preferences, favorite minibar drinks and snacks to room temperatures can be customized to individual preferences.



With the ability to analyze guest data at a granular level, hotels can determine the exact preferences of every repeat guest and make the necessary changes to their accommodations. And accurately anticipating guests' needs will go a long way towards getting them to keep coming back and even spending more.

The end goal is to increase the convenience for hotel guests and keep them from having to inform hotels of their needs, let alone even think about them. They'll be able to simply sit back, relax and enjoy themselves. ■

Explore This Month's News of Hanwha and Its Affiliates, Taking the Initiative in All Corners of the World



Korea

Hanwha Techwin

Hanwha Techwin Hosts Asia Partner Conference 2018 in Jeju, Korea

Hanwha Techwin hosted its annual Asia Partner Conference on Jeju Island, South Korea from April 18th to 20th. Chief executives and stakeholders from over 20 countries flew in to participate in the event. This annual conference started in 2005 to strengthen business partnerships and share the company's business strategies with valued customers.

At the conference, Hanwha Techwin presented its 2017 business performance and then its strategies for 2018. Jill Lai, editor-in-chief of the global security magazine A&S International, was invited to discuss video surveillance market trends under the theme "Intelligence and Convergence."

The welcome address was given by Soon-Hong Ahn, Hanwha Techwin's Head of Global Sales and Marketing. He emphasized the importance of global partnerships and celebrated Hanwha Techwin's success in 2017. Daniel Lee, Managing Director of Genetec Inc., a prominent APAC video surveillance company, reciprocated by pledging to maintain a strong partnership with Hanwha Techwin.

Hanwha Techwin unveiled its latest products to cap off the conference. Attendees were impressed by technology such as super low-light cameras as well as multi-



directional and thermal cameras. Wisenet X-Lite and Wisenet L series cameras were also on display, a few weeks ahead of their official launch dates.

A Hanwha Techwin spokesman said, "Our goal, this year, is to build customer trust. We are actively communicating with our partners to strengthen our current relationships." He added, "Hanwha Techwin will provide full support to our clients in Asia and the Middle East because these markets have high growth potential in the future."

Hanwha TOTAL Petrochemical

Hanwha Total Petrochemical Hosts the Corporate Innovation Conference 2018

Hanwha Total Petrochemical recently hosted its annual Corporate Innovation Conference on March 29th and 30th. 12 local offices and approximately 150 employees participated in the event.

The conference was an opportunity for Hanwha Total Petrochemical to share its digital strategy on the Fourth Industrial Revolution and to explore ways to improve synergy between the different offices. Hanwha Total Petrochemical invited global IT solutions companies including SAS and IBM to share their own plans for the Fourth Industrial Revolution.

Hanwha Total Petrochemical is currently in the middle of a KRW 30 billion (USD 28 million) project to build a smart plant by 2019. The investment is part of Hanwha Total Petrochemical's efforts to improve the company's plant infrastructure to streamline work processes. Conference attendees were particularly interested in



how Hanwha Total Petrochemical's plants utilize technology, drones, and big data. There were also keen interests in how Remote Process Automation was going to be used to take over simple repetitive tasks.



United States of America



Hanwha Q CELLS America Inc.

Hanwha Q CELLS Launches United States Partner Program

In April, Hanwha Q CELLS launched its United States partner program, designed to encourage small and regional installers to purchase more Q CELLS modules from their respective distributors through exclusive benefits.

The installers who participate in this program are called Q.PARTNERS. They will have access to a web portal where they can receive education, training, service, support, and marketing materials. As an exclusive incentive, partners can earn points that can be redeemed for cash gift cards after registering the serial numbers of their purchased solar modules.

Q.PARTNERS will also have access to training materials for the North American Board of Certified Energy Practitioners® (NABCEP®) certification, in a number of areas including PV technical sales, PV installation and PV design.



Additionally, Q.PARTNERS can receive on-site training and qualify for special events or promotions if they exhibit exceptional purchase volume. Hanwha Q CELLS hopes that this program will act as a gateway to increase the company's footprint in the United States this year.



Vietnam



Hanwha Life Insurance Vietnam Ltd.

Hanwha Life Vietnam Strengthens Sales Through Partnership with Movin Co.

On April 3rd, Hanwha Life Vietnam announced a strategic alliance with Movin Company Ltd. to sell life insurance products through telemarketing channels. The partnership is expected to set up comprehensive and inclusive distribution channels for financial services while assisting Hanwha Life Vietnam to diversify and expand its distribution base.

At the signing ceremony, Jong-Kook Back, Chairman and General Director of Hanwha Life Vietnam, said, "This strategic partnership will help unlock the full potential of our two companies, make us stronger and increase our competitive edge."



Hanwha Life Vietnam has nearly 120 customer service centers across the country, with over 40,000 financial consultants serving more than 200,000 customers. In 2018, Hanwha Life Vietnam successfully raised the bar on service quality, productivity, and sales growth to become a leading insurance company in Vietnam.



Hanwha Life Insurance Vietnam Ltd.

Hanwha Life Vietnam Kicks Off April with "I Love Hanwha" Day

On April 2nd, Hanwha Life Vietnam kicked-off April with its "I Love Hanwha" day. First held in 2016, employees spend the day participating in a wide variety of activities including trips to the theater, workshops, and training programs to strengthen employee engagement.

This year, about 250 employees gathered to hear company executives speak about the company's development plans, long-term goals, and challenges.

Jong-Kook Back, Chairman and General Director of Hanwha Life Vietnam, reaffirmed the company's goal to become Vietnam's leading insurance provider. To mark the 10th year of operations in Vietnam, the company hopes to set a new profit record of VND 1,000 billion.



Following the chairman's announcement, new employees received words of encouragement from the board, "Every little effort contributes towards achieving a bigger success. With our 'Think Big, Do Great' spirit, Hanwha Life is on a sure path to success." ■