

Specific business challenges



Economic cycles & impact on governments' infrastructure spend



Megatrends / digital disruptions



Margins under pressure – high costs of doing business

Customers needs



Solutions, not just products



Supply security & resilience



Reduced cost and increased productivity



A trusted and reliable service provider

While the division's financial and liquidity profiles remain sound, we recognise that given the highly competitive nature of our markets, the immediate focus must be given to certain priority areas that can support future value-creating opportunities. The first is to protect and maintain our niche markets. The second is to drive cost efficiency and effectiveness with which we operate and go to market. We have established a scalable platform, but we acknowledge that we need to become more agile and collaborative. Towards this end, we have and will continue to place emphasis on strategic partnerships, both local and foreign, centred on innovative and technology-driven solutions that can enhance our competitiveness. Add to that, our teams continue to remain focused on proactively matching our cost structures to the realities of the top-line pressures we face in the market. The third is to work to secure the capabilities we need so that we can respond to the rapid technological advancements we are seeing and to have the ability to deploy new products and services through existing channels and meet

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Revenue

Contribution by product (%)

