

We also see our freight-forwarding arm as a source of future growth for the division, with volume and revenue contributions from this segment increasing 42% and 29% respectively, y-o-y.

involving enhancements to our existing infrastructure and assets. Refurbishment works of our jetties in Butterworth which began in January 2018 have been completed. We have also purchased prime movers and container trailers for our freight-forwarding arm as part of our fleet replacement and capacity upgrade programme. This will reduce the overall costs associated with downtime and maintenance to service ageing assets. We also see our freight-forwarding arm as a source of future growth for the division, with volume and revenue contributions from this segment increasing 42% and 29% respectively, y-o-y.

Technology investments have also been a focus during the year. We are upgrading our division's IT systems by investing in a new tank farm inventory management system across our terminals. The solution will replace the existing software and will provide a common platform



for all our terminals thereby enhancing internal controls, improving our global reporting and analysis capabilities leading to improved productivity and cross-functional efficiencies. In addition, our customers would be able to access real-time information on the movement and volumes of their stocks.

Outlook

We have come through a challenging year in good shape. Our businesses have performed well and our financial position is sound. Looking ahead we are energized by the opportunities within the sectors we operate in. Given current market conditions, we expect demand for storage of liquid commodities (especially edible oils) and transshipment activities to remain robust in this current financial year, but we also expect competitive dynamics in the sector to intensify. Part of our challenge for this current financial year will, therefore, be to sustain the momentum by strengthening our value propositions to clients and driving underlying organic growth by optimising our existing terminal infrastructures.

