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Happenings

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YCH
Going Global

Editorial Note

2001 marks an important and exciting year for YCH. We witnessed the birth of YCH (UK) in Scotland with Inventec, marking our first foray into Europe. We also saw the infusion of 3 new and dynamic YCHees strengthening our Management Team for Globalisation.

In addition, another milestone was achieved when Ciba Specialty Chemicals awarded an unprecedented 5-year contract to YCH, demonstrating a whole new level of partnership with our clients.

It has also been exciting for us to proudly witness our CEO being conferred the highest honour in the American Academic System, the Doctor of Philosophy in Business Administration, Honoris Causa, by the Wisconsin International University, for his invaluable contribution to the industry.

With so much Happenings, it is always exciting for us to be sharing this edition of the newsletter with you. Look out for our next issue, as well as at www.ych.com, where we will be lining up lots more news and information on the exponential progress and developments of YCH.

Editorial

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July 2001

CIBA and YCH enters into Exclusive Logistics Management Contract

Five-year contract is the first for specialty chemical firms



Robert Yap and Mr. Kuno Kohler, Asia South Regional President for Ciba Specialty Chemicals strengthening ties

"We have complete confidence in entrusting YCH with our logistic functions. Having had two very fulfilling years working with YCH, we certainly recognise the value that YCH brings to this partnership. They have proven their world-class expertise, and more importantly, their extensive and professional experience in meeting the highest standards in safety practices."

Mr Kuno Kohler

Asia South Regional President
 Ciba Specialty Chemicals

On 19th July, 2001, Ciba Specialty Chemicals (Singapore) Pte Ltd ("Ciba") appointed YCH to manage the complete fulfilment of its full range of products across the South East Asian and South Asian region. The exclusive five-year contract follows a very successful two-year partnership between YCH and Ciba. The contract is extendable for another 5 years after 2006.

Our CEO and Managing Director, Mr Robert Yap said "Ciba and YCH are taking our relationship to an exciting and higher level. By outsourcing their logistic activities to YCH, Ciba has demonstrated tremendous faith in our people, technology and solutions. We are seeing more and more global chemical players outsource their logistic needs as they choose to focus on their core competencies in manufacturing and marketing. Manufacturers are also realising that outsourcing offers better cost control and shorter delivery time even as product cycles are getting shorter. We see tremendous opportunities in this outsourcing trend and as a value-adding supply chain solutions and logistics management service provider, we are confident that we can provide manufacturers with integrated supply chain management solutions that enhance their overall competitiveness as world-class companies."

Under the contract, YCH will handle the distribution of specialty chemical products for Ciba's segments - Water & Paper Treatment, Coating Effects, Textile Effects, Plastic Additives and Home & Personal Care, across the South East Asian and South Asian Region with Singapore as the Regional Hub. YCH will provide total integrated logistics services, including inventory management services. System interfaces between YCH and Ciba's existing operating systems facilitate timely exchange of information and management of all inventory movement, providing a customised fulfilment solution to support Ciba customers in the region.

Commenting on the partnership, Mr Kuno Kohler, Asia South Regional President for Ciba Specialty Chemicals, said "We have complete confidence in entrusting YCH with our logistic functions. Having had two very fulfilling years working with YCH, we certainly recognise the value that YCH brings to this partnership. They have proven their world-class expertise, and more importantly, their extensive and professional experience in meeting the highest standards in safety practices."

Mr Yap added, "We are thrilled with this partnership of trust and fully committed to deliver the optimal fulfilment solution to Ciba, both by upholding their efficient distribution and at a cost and time efficient manner. At YCH, we work towards long-term relationships and seek to grow together with our partners."

YCH has identified the chemicals sector as one of its key industry focus, especially in the high-value segment of specialty chemicals. YCH is one of a few companies in Singapore that has the expertise that meets the stringent environmental and safety demands of handling specialty chemicals.



Robert Yap and Mr. Kuno Kohler, signing the contract

YCH Appoints CFO and New Heads for Americas and Europe

Move strengthens senior management team as YCH extends **global reach**

YCH has announced the appointment of three new senior management executives, namely Mr Lau Hong Thy as Chief Financial Officer, Mr Alfred F. Blas as Vice President, Americas and International Counsel, and Mr Brian M. Reidy as Vice President, Europe.

Reporting directly to our CEO and MD, Robert Yap, all three executives bring with them global perspectives and experiences, having held various senior positions in multinational companies. The move, which will see an infusion of international management talents, is a strong show of commitment by YCH towards developing into a world-class global player in SCM services.

Mr Yap said, "We are extremely pleased to welcome Hong, Al and Brian to our team. Their

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Mr Robert Yap
CEO and Managing Director
YCH Group

extensive experience and knowledge are valuable assets to us and are pivotal to the growth of YCH business in the two important regions - Europe and Americas. As YCH propels towards realising its mission to be the No. 1 global Supply Chain Solutions Partner, we continue to expand our multinational management team and seek to recruit exceptional foreign talents to strengthen YCH's leading position.

Lau Hong Thy

Chief Financial Officer and Head of Corporate Development

"YCH already has the building blocks in place for exponential growth globally, and I am very pleased and excited to be part of the team to make YCH the pre-eminent supply chain management company in the world."

Lau Hong Thy

Chief Financial Officer and Head of Corporate Development

YCH named Hong as its Chief Financial Officer, a new position created to ensure that the group is always optimised in its financial structure to capitalize on the opportunities of global expansion. Hong also oversees Investor Relations. A Canadian resident who has spent the last 16 years in North America, Hong returns to his birthplace with almost 30 years of financial and consulting experience. Hong was a key member of the management team of Jim Pattison Group, Canada's third largest private company with interests throughout Canada and U.S. in F&B, automotive, media and packaging industries, where annual sales are in excess of US\$2.5 billion.



Alfred F. Blas

Vice President, Americas and International Counsel

"The strength of YCH lies in its continuous innovation. Its IT research is focused and generates jewels of solutions. When integrated with our logistics expertise and flawless execution our customers see real tangible value. YCH has a world of solutions for our partners."

Alfred F. Blas

Vice President, Americas and International Counsel

Al is Vice President, Americas and International Counsel for the Group. He will oversee YCH existing operations in Mexico and develop growth strategies for YCH to further consolidate its position in the Americas. In addition, Al also manages the Group's global legal affairs.

Previously from Warner-Lambert/ Pfizer where he last assumed the position of Assistant General Counsel for the Asia Pacific pharmaceutical sector, Al brings with him years of experience in legal counsel on corporate reorganization and globalisation of the pharmaceutical business operations in Asia, Europe and South America. Al also spent seven years as a Corporate Transaction Attorney with international law firm of Baker & McKenzie in U.S., specializing in International and Domestic Business Relations.



Brian Michael Reidy

Vice President, Europe Operations

"Our Team in Europe is ready to support our Customers by challenging the norm, by providing differentiated End-to-End Supply Chain Solutions."

Brian Michael Reidy

Vice President, Europe Operations

Brian was appointed to the new position of Vice President, Europe operations. With more than 30 years experience in supply chain management for the electronics sector, Brian will spearhead YCH expansion efforts into the European continent. Brian was previously the Managing Director of Scotland-based IEC, a SCM subsidiary of Flextronics International, which specializes in SCM for electronics industries.

"In a constantly changing world of Customer/Consumer demand and in particular the fulfillment predictability of the 'Supply Chain', I am delighted to be spearheading the YCH expansion into the European Electronics, Consumer, and Chemical sectors.

The current success enjoyed by YCH in the Asia Pacific Region, in terms of unrivaled Supply Chain Technology development and Superlative Service to its Customers, has remained a 'secret' within Europe... until now."



YCH Group First Foray into Europe

April marked a significant milestone for YCH Group as we entered our first foray into Europe. YCH (UK) Ltd is a wholly-owned UK subsidiary of YCH Group.

Our UK General Manager, Patrick Lim, said: "Setting up a base in Scotland provides us with strategic access to many exciting opportunities in the European market. Operating in a cost competitive environment and being closer to our

customers, we will be able to deliver the same high quality and high value services in a timely and cost efficient manner. As we continue our expansion into new markets in Europe, there is a strong opportunity to develop our European headquarters in Scotland."

In line with, "Going Where Our Customers Want To Be", YCH (UK) Ltd was established to support Inventec's Supply Chain requirements in Scotland.