
KATOEN NATIE SINGAPORE
10 YEARS In Singapore
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SPEECH (Dirk LANNOO , Vice President Katoen Natie Group)

Your Royal Highness, Prince Philippe, Your Excellency Vincent Van Quickenborne, Federal Minister of Economy and Reform , Ambassador of Belgium, Mister Marc Calcoen , Excellencies and Representatives of the Singapore Government, dear customers, business partners, friends and colleagues, a warm welcome and thanks for being here today !

Singapore is an amazing place to do business .The Government provides a splendid platform for companies to be successful. The government goes to great lengths to support companies in their business. If needed, they will move a highway as they did recently for the development for an integrated resort or for the expansion of a Chemical Plant.

When companies want to grow, they move the sea and build more land as was done with the land we now stand on. (8 year ago this was open sea)

The Singapore Government has an amazing foresight of what is to come. In 1992 the Singapore Government started building this island with the vision to build a large petrochemical hub and right now Jurong Island is one of ther leading petrochemical hubs in the world.

For your information, in 3 years from now, the Jurong Island Chemical Hub will have the same output as the Antwerp Chemical Hub! And already, the government is thinking about the next future expansions.



When you think of it, Singapore is – at first glance - not a logic place to build a Chemical Hub. There is no feedstock and only a very small market. Feedstock is shipped in mainly from the Middle East and processed into chemical products for endusers in China; India and the surrounding countries.

But Jurong island is a global hub in a global market. New plants now being build in Singapore will not only serve Asia but the global market. This is a very significant development that underlines that Singapore becomes more and more a global hub, serving a global market.

Well educated people, a strong policy to attract talent , a clean business environment, legislation that protects Intellectual Property, a “can- do” attitude are just some elements that make that companies do feel safe in Singapore.

To become a global hub requires first class logistics and connectivity. – This was also underlined by the Chairman of PSA during yesterdays meeting - . From Singapore, chemical producers reach any port in China within 7 days at a cost cheaper than driving 300 km over land. These economics, driven amongst others by imbalances in container freight make Singapore competitive throughout China and in the Region. In today’s logistics, distance no longer equals cost as trade volumes dictate the cost of container flows. As an example: shipping from Antwerp to Singapore is much cheaper than shipping from Antwerp to Cassablanca.

Katoen Natie feels very much at home in Singapore. The similarities between Singapore and Antwerp , Katoen Natie’s birthplace, are striking. Both locations are home to a large chemical hub and a large port.

Both Belgium and Singapore are small countries without natural resources. Both Belgium and Singapore are home to regional headquarters of leading multinationals. Both Belgium and Singapore are regional hubs with strong logistics know how and entrepreneurship.



Singapore is continuously reshaping itself with a strong drive towards innovation and new technologies. The relentless drive of Singapore to innovate fits very well Katoen Natie its drive to innovate new logistics solutions that help our customers to Make The Difference.

The world of logistics is changing rapidly. Whereas 20 years ago , logistics was not much more than warehouses, trucks and forklifts, today, logistics is all about Supply Chain Management and very much driven by technology, engineering solutions and ICT.

Today, out of its 10,000 strong workforce, Katoen Natie employs over 200 engineers in material handling and over 200 specialists in computersystems and – networks.

We are building a global network of chemical distribution terminals. These terminals are integrated with our customers production plants. With our global ICT integration, we manage the point to point supply chain for our customers and follow the product flow from production to end customer.

We assist our customers to find more competitive supply chain solutions by optimising flows between different production plants and regions. We liaise with the sales organisations of our customers for order processing and shipping co-ordination in order to improve customer satisfaction.

Beyond the ICT solutions, we work on specialised services that help our customers to be more competitive in the marketplace. Special services such as processing and compounding, optical sorting, specialized packaging and blending are logistics services Katoen Natie is offering. New solutions in bulk handling and loading are developed by our engineers in close co-operation with our customers.

To service global customers, we did build a global network. Today, Katoen Natie has a strong presence in 20 chemical hubs, from Antwerp to Houston, from Toronto to Montevideo, from Tarragona to Singapore.

Where we see opportunities to grow with our customers , we build new logistics terminals such as in Turkey and Saudi Arabia where we are making our first steps.

This global presence also gives us the strength to learn from other regions, to benchmark the performance of the regions and to improve further our service. Let me give you an example on Safety:

Within the Katoen Natie group our Singapore operation is considered the Best in class when it comes to Safety. This July we achieved seven years without any “Lost Time Injury” and over the last 6 years, we received many Safety Awards from the Singapore Ministry of Manpower. No other logistics company did ever achieve the “Singapore Silver Award for Safety” and we did so 4 years in a row.

Our Safety-know-how build in Singapore is now shared across our global terminals in our strive to become Best in Class worldwide. Such example underlines the strength we can build throughout our global network.

10 years ago, we probably would not have believed that we would be where we are today. These have been 10 exciting years and we are very confident that the next 10 years will be equally exciting.

The Katoen Natie group has a long company history dating back more than 150 years and we continue to write a new chapter year on year. The

Singapore chapter is a chapter that would surely have amazed our forefathers in the company and would have done them proud.

We are currently building phase 3 of our Jurong Logistics Terminal what will double our capacity , not only in size but also in capabilities. New services and new solutions , such as optical sorting, will be introduced helping our customers to be more competitive in a competitive market.

With phase 3, Katoen Natie will bring its total investment in Singapore to 150 million Singapore \$ or +/- 75 million €.

Within the next three years we foresee to employ an additional 300 people in Singapore, bringing our Singapore workforce to over 650 employees.

Before I leave the stage I need to say a big “ Thank You “ to all of you. Special Thank to his Royal Highness Prince Philippe for being here with us today and to support us in our worldwide expansion, to the Singapore authorities , without their foresight and support we would not be where we are today. To our customers for believing in us and last but not least to our employees for their commitment to Make The Difference.

Thank you !

