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INDUSTRIAL TRAINING REPORT AT TIONG NAM LOGISTICS SOLUTIONS

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EXECUTIVE SUMMARY

Tiong Nam Logistics Hub Berhad is one of the largest providers of integrated logistics and cold chain solutions in Malaysia, supported by a vast warehouse space of 9.6 million square feet under our belt, aiming to increase to 11.1 million by FY2028. The group's competitive advantages lie in their extensive ASEAN coverage, their decade-long partnerships with blue-chip MNCs, and their specializations in cold room solutions and heavy haulages. However, weaknesses exist at the organizational level, highlighted by a high level of gearing amongst its high debt to equity ratio, financing costs associated with its warehouse expansion strategy, and sub-standard historical core business and non-core property and hospitality segments' performance.

Based on the above, in the future, the Tiong Nam Group is likely to take advantage of the opportunities that the global concept of 'China Plus One,' which involves the diversification of global MNCs' supply chains to Southeast Asia, has to offer, as well as the innovative 300-acre high-tech logistics park joint venture project in Johor. However, these opportunities for growth will be affected by various challenges related to the rise in operating ratios due to the increase in fuel and labor costs, global trade volume influenced by the shift in the trend of geopolitical power, and strong competition in the region from 3PL (Third Party Logistics) and 4PL (Fourth Party Logistics) providers. This implies that the supply chain agility and niche outsourcing trends will foster a sustainable environment for the business.

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