

SGTD Doraleh Terminal



SGTD

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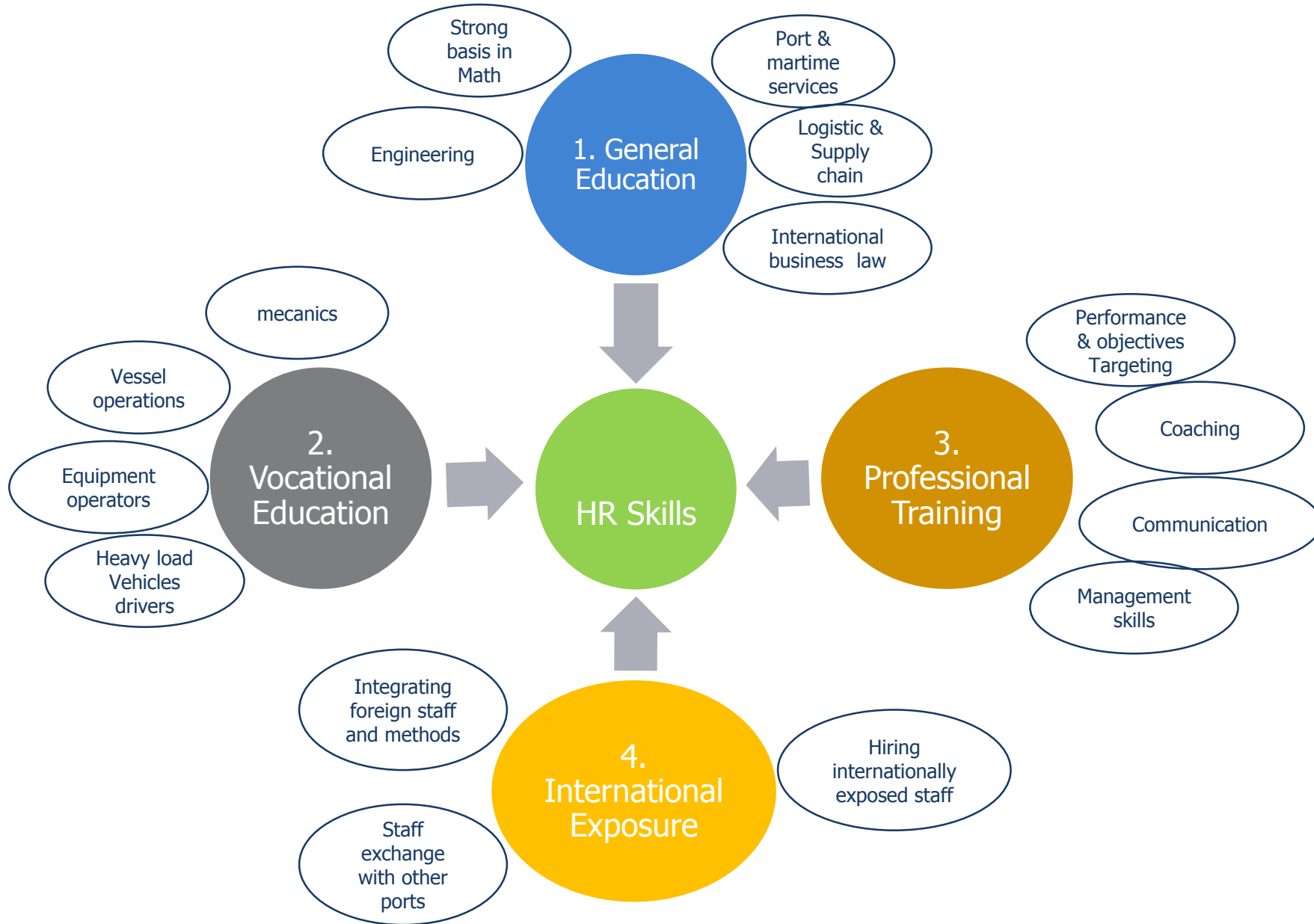
Ways to remain efficient in chasing new growth markets

- Retaining existing customers by higher efficiency and/or lower cost – capturing the growth of the existing clients**
- Developp strategy and action plan to attract new growth markets**
- Developp efficiency strategy in order to remain both attractive and profitable**

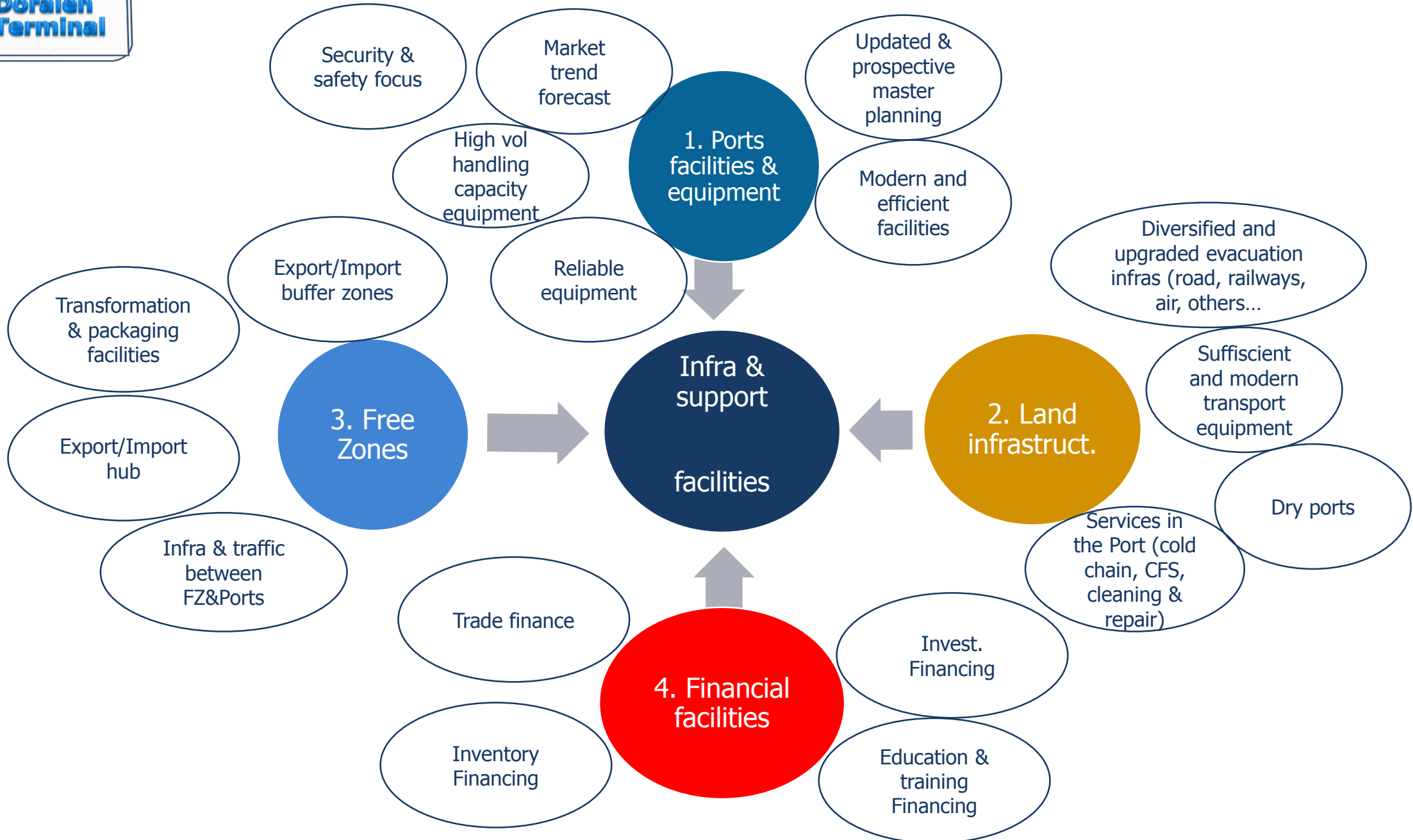
Means to continuing efficiency

- HR skills (education and training)**
- Infrastructure et support facilities**
- Technology**
- Rules & Organization aimed to increase productivity and efficiency (legal framework, ITC, customs and ports clearance...)**

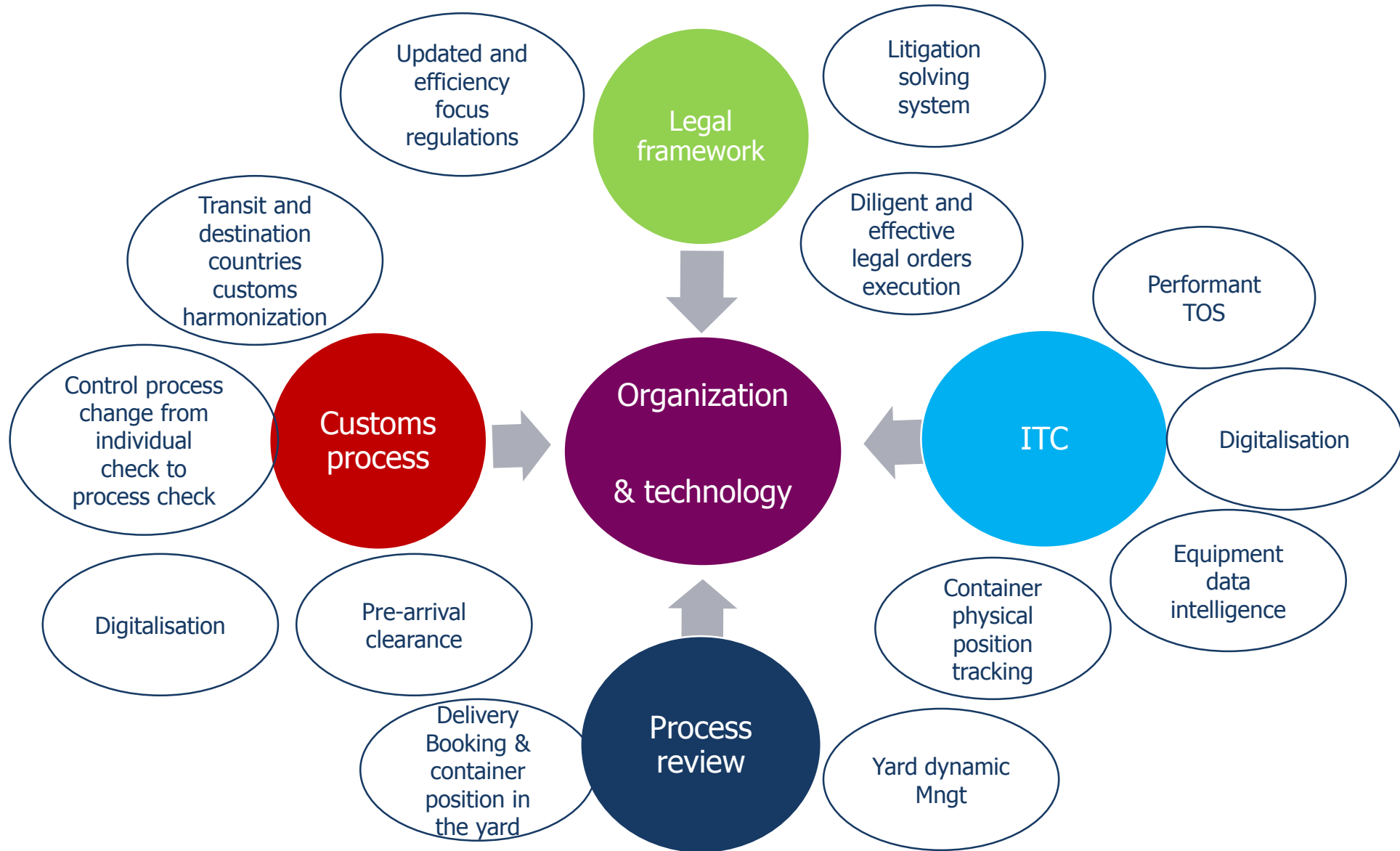
HR Skills and competencies



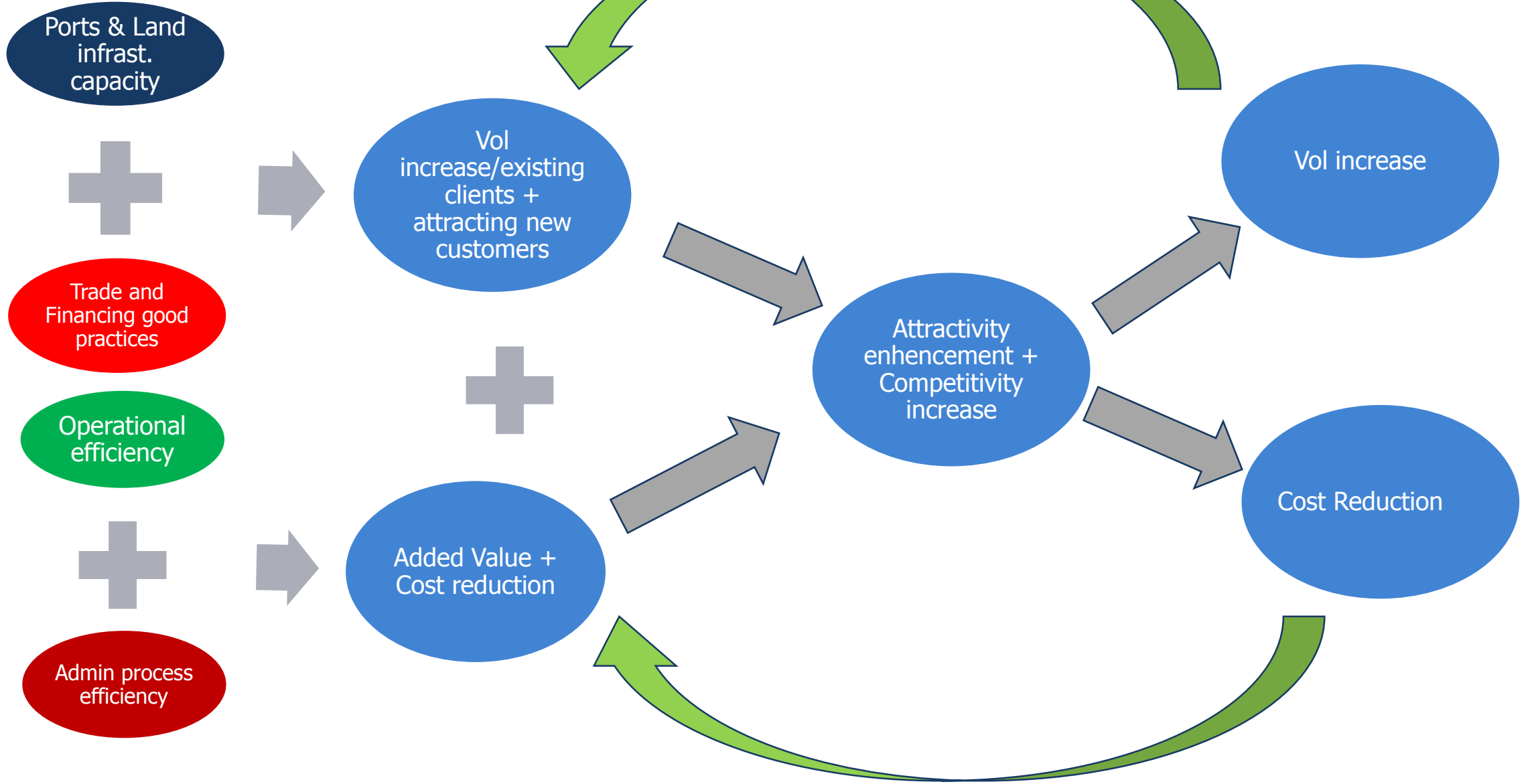
Infrastructures and support facilities



Organization aimed to increase productivity and efficiency



Attracting existing & new customers growth



Thank you
