

Growing with our customers



Working together as an extended team, we look to build trust and long-term commitment through strategic partnership with our customers. With a customer base of over 70 MNCs, our aim is to grow with our customers.

Growing in tandem with customer demand

As industry players expand their facilities in response to rising global petrochemical demand, we aim to grow with them. With a focus on our customers' needs, we are able to use our expertise and systems to enhance their productivity and assist them in obtaining optimum performance, even as they expand. We also continually seek to broaden our offering at existing sites to support our customers' growth.

Partnership in new markets

Our strong customer relationships bring us growth opportunities as we partner our customers in their expansion into new markets. Backed by a strong operational track record and international presence, we are able to take advantage of our cross-border experience and industrial and technological know-how to service our customers on a regional or even global basis.

Beachheads in growing markets

Fundamental to the sustained growth of our business is the development of new profit centres where we have a distinctive position. We aim to do this by leveraging our existing facilities to develop new projects. We also seek to provide scope for future growth by entering new target markets through acquisition and partnership opportunities. We are focused on businesses in markets that show the best growth potential and those that would provide a platform for us to replicate our integrated utilities business model.

We aim to leverage our established facilities in Singapore and the UK as well as greenfield and brownfield investments in China and Vietnam to grow our service offerings within the cluster development or market. In addition, we have identified three priority regions with growing markets where we intend to extend our activities: China, Gulf Cooperation Council (GCC) and Association of Southeast Asian Nations (ASEAN).

Well-positioned for future growth in Nanjing

Nanjing Chemical Industrial Park (NCIP) is one of two state level petrochemical parks in China. In 2003, we made our first investment in NCIP with a 12,500 cubic metres per day wastewater treatment plant. Building on our early entry, we were able to strengthen our presence and extend our portfolio of services in the chemical park. In 2005, we invested in a 100,000 cubic metres per day industrial water treatment facility and also became the exclusive provider of third-party integrated utilities services such as steam, industrial gases and water within the chemical cluster through our joint venture, NCIP SembCorp Utilities. We are now on track to develop an integrated utilities service centre in NCIP and in a good position to participate in the future growth of Nanjing.



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