A New Chapter for MHE-Demag

We have divested our 50% stake to Finnish cranes group Konecranes

By Anthea Ho, Malaysia

Dec 2019 Jebsen & Jessen has signed an agreement to divest our 50% stake in MHE-Demag, our material handling joint venture, to Konecranes. The proceeds will be used entirely to finance our next strategic phase.

The acquisition by Konecranes will also enhance and simplify MHE-Demag’s existing supply chain and allow for a more streamlined growth strategy under single ownership.

“The time is now optimal for MHE-Demag to continue its outstanding corporate journey as part of one of the world’s leading lifting equipment groups. For Jebsen & Jessen, the transaction captures an unprecedented opportunity to grow boldly in our next strategic ventures,” said Heinrich Jessen, Chairman of Jebsen & Jessen.

Adding on, Per Magnusson, Executive Vice Chairman of Jebsen & Jessen noted Konecranes’ potential to help MHE-Demag grow strongly into the future. He said, “Konecranes is a world leading group in lifting equipment and this, combined with MHE-Demag’s successful presence in the region, ensures a very strong combination.”

For Karl Tilkorn, Regional Managing Director of MHE-Demag, this signals the start of an exciting new chapter:

“I am excited to join Konecranes as this will give our customers access to even more advanced solutions throughout MHE-Demag’s vast network in South East Asia, Australia and Taiwan. Joining a global corporation will also provide even bigger opportunities for our talented workforce,” he said.

“This acquisition underlines our intent to pursue profitable growth, and meaningfully expands our footprint in a strategically important region with several fast-growing markets. The acquisition will also bring greater balance to Konecranes’ regional sales structure,” said Teo Ottola, Interim CEO and CFO of Konecranes.

The agreement was signed on December 5, 2019 with the view of completing the transaction by January 2020.
**Greater Market Coverage Across the Region**

**JJ-Lapp adds two new operational facilities to our existing network to better serve customers**

By Darwin Philip Teh, Philippines and Andreas Sihono, Indonesia

**JJ-Lapp in Davao, Philippines**

Jul 2019 JJ-Lapp in the Philippines has taken another step towards nationwide coverage with the opening of a new office in downtown Davao City, one of the country’s fastest-growing cities and the main trade and commerce hub in Mindanao. “As Davao City grows and your business grows with it, JJ-Lapp is committed to serving you better,” said JJ-Lapp Philippines General Manager Lucien Ong in his opening address to invited guests. Mr Ong also promised better lead time with local inventory as well as value-added services like customer events, technical trainings, and product presentations.

**JJ-Lapp in Banten, Indonesia**

Sep 2019 JJ-Lapp in Indonesia has concluded a two-year exercise of relocating our factory in Palem Manis, Jatiuwung to a new site in Sukamantri, Pasar Kemis. The entire exercise, from planning and budgeting to finding a new site, outfitting it, and moving in, took the concerted effort of the whole team as the brand-new facility was designed from scratch based on current and forecasted business needs. The transition was also a challenge as we could not disrupt the production process and affect customers. With meticulous planning and good teamwork, we successfully completed the transition on August 1, 2019.

**A New Distribution Partnership**

**Jeben & Jessen Ingredients to serve as exclusive SACCO distributor in six ASEAN countries!**

By Surassawadee Krittananachai, Thailand

Oct 2019 Sacco S.r.l. Cadorago, Italy and Jeben & Jessen Ingredients have announced a new partnership that will see Sacco’s dairy culture and probiotic dairy products distributed exclusively by us in Thailand, Myanmar, Indonesia, Cambodia, Malaysia, and the Philippines. The contract was signed during the annual Food Ingredients Asia tradeshow in Bangkok, Thailand on September 12, 2019. This partnership builds on the success of an earlier agreement between the two companies in China. In South East Asia, the new agreement continues to leverage the combined strengths of our distribution service and Sacco’s product portfolio to serve the region’s growing yoghurt industry.

“Jeben & Jessen Ingredients’ deep expertise in specialty ingredients distribution and customer support makes it a perfect fit with us,” said Luigi Rossi, Dairy Business Unit Export Director of Sacco.
BUSINESS

Living up to Global Standards
Our Packaging and Cable Technology business units achieve key industry certifications

By Tee Hor Chang, Malaysia and Risyanto R, Indonesia

Jun 2019 As a total solutions provider, it is important for us, as a Group, to maintain the highest levels of professionalism in all that we do. To this end, our Packaging business in Malaysia and Cable Technology business in Indonesia have done us proud by respectively achieving key industry certifications.

LABPLAS, the leading brand for PP, PE and PET bottles, jars, caps and closures that operates under Jebsen & Jessen Packaging, has been awarded the globally recognised FSSC 22000 Food Safety System Certification, a complete certification scheme for food safety management systems and fully recognised by the Global Food Safety Initiative. At the same time, we have also earned the ‘Best Packaging Supplier of the Year 2018’ award from our customer, the Hershey Company. This reinforces our reputation as a manufacturer that meets the high standards required for F&B, Pharma and Home Care applications.

Over in Indonesia, JJ-Lapp has successfully recertified our flagship product, the ÖLFLEX CLASSIC 110 and H05V-K and H07V-K, by passing the Germany-based VDE Institute’s stringent testing on our first attempt.

Closing the Year on a Record Note
JJ-Lurgi finishes 2019 with over S$125 million worth of order intakes

By Chee Hong Lim, Malaysia

Dec 2019 Riding on a wave of investments by the global oils, fats and oleochemicals industry players, JJ-Lurgi has had a stellar order intake in 2019! We won seven new projects in the fourth quarter alone, bringing our annual order intake to over S$125 million! This is a high-water mark that has only been exceeded twice in our 28-year history.

Our Q4 success is headlined by a significant fatty acid project in Penang for Acidchem, a wholly-owned subsidiary of IOI Oleochemicals. The project will see us expanding their plant’s capacity by 15% and is scheduled to be completed in two years’ time. We have also been entrusted with a new order from our longstanding customer, Pasir Gudang Edible Oil (PGEO), which is a subsidiary of Wilmar Group in Malaysia. JJ-Lurgi will be upgrading the capacity of their existing Lurgi solvent extraction plant from 300 TPD to 500 TPD by early 2020.

Our 2019 milestones extend to the wider region with the building of three of the world’s largest edible oil refineries and our largest pharmaceutical glycerine distillation plant in Indonesia, three new refinery projects in China as well as our first pretreatment plant for Hydrotreated Vegetable Oil (HVO) in the US.
**Portfolio Growth for Business Growth**

**Jebsen & Jessen Technology expands its product offerings with a slew of new partnership agreements**

*By Michael Nielsen, Indonesia and Henrik Friis, Thailand*

**Oct 2019** In a bid to better serve customers with a wider range of solutions, Jebsen & Jessen Technology has onboarded seven new principals in the past few months. All principals were selected based on their technological leadership, suitability for the South East Asian market, compatibility with our existing portfolio offerings, and alignment with our Group’s values.

**Dry Bulk Handling**

Our Dry Bulk Handling division in Indonesia formalised three new partnership agreements in September. With Striker Crushing & Screening, Shaorui Heavy Industries (SRH-Metso) and Hoverdale UK now part of our principal family, we are able to offer our customers crushing and screening as well as conveying and feeding solutions. This complements our current portfolio, which features trommel screens from MDS International, telescopic conveyors from Thor Global, ship loading & coal handling technologies from Bedeschi S.p.A and belt scanning technologies from H-Sensortechnik.

“Since our launch in 2017, we have seen continued growth in the business by focusing on what we do best—delivering solutions that fit the needs of our customers by partnering with leading brands around the world supported by localised customer care service,” said Andy Blythe, General Manager of Dry Bulk Handling.

**Turf & Irrigation**

In the second quarter of 2019, our Turf & Irrigation Division secured the exclusive regional distribution rights for four major brands—BA Pumps & Sprays, Biral, Polylast, and Durabunker.

“As a total solution provider in turf care management, we believe that it is essential for us to constantly review and strengthen our product portfolio. A large and varied portfolio, supported by our complete services as well as warehousing and distribution facilities, will enable us to keep growing in South East Asia,” explained Regional Director Henrik Friis.

“We are very excited to welcome these four new principals to our family and to offer their high-quality solutions to our customers. By working in partnership with our principals and customers, we are confident of growing with South East Asia.”

**Energising the Philippines**

**JJ-Lapp demonstrates its commitment to supporting the local energy sector**

*By Darwin Philip Teh, Philippines*

**Oct 2019** JJ-Lapp’s active support for the energy sector in the Philippines has paid off in the form of a new S$1.6-million contract from Power Dimension, Inc. (PDI). The customer is a major contractor that is working with the National Grid Corporation of the Philippines (NGCP) to pilot five Battery Energy Storage System sites before a national roll-out in 2020.

The initial groundwork started in September 2018, when PDI inquired about cables for the first of NGCP’s five pilot sites. We worked closely with the relevant stakeholders and, after a year of negotiations, officially won the project in October 2019. We are also supporting the country’s renewable energy sector with our first solar roadshow in Bonifacio Global City, Manila this past September. Over 120 guests including regional thought leaders, local industry partners and government representatives attended the event to learn about the latest global solar trends in both the commercial and industrial as well as residential markets.
Connecting People to Cleaner Energy

Cables International partners Sembcorp Marine on renewable energy projects around the world

By Cassandra Endrino, Singapore

Jul 2019 Cables International has been working closely with customers such as Sembcorp Marine Integrated to grow our presence in the renewable energy sector. In July, Sembcorp Marine Integrated awarded us with a contract to supply two topsides for Ørsted Wind Power as part of the UK’s Hornsea 2 Offshore Wind Farm project. The 1.4-gigawatt capacity wind farm will be the world’s biggest when it becomes operational in 2022. Just a few months later, in November, we were awarded another contract to supply three roll-on/roll-off, plug-in ropax ferries for Norway’s Norled AS project. These highly energy-efficient vessels will operate normally on zero-emissions battery power. When required, they can run on combined battery-diesel hybrid backup modes. These projects add to our track record in the North Sea, which includes the Culzean CPP WHP ULQ platforms, Kraken FPSO, and Catcher FPSO.

GLOBAL REACH

Jebesen & Jessen Hamburg is a ‘Recognised Good Trainer’

By Dagmar Glissmann, Germany

Jun 2019 Jebesen & Jessen Hamburg has once again received the “Recognised Good Trainer” seal of approval from AGA Unternehmensverband, making it the first training company to be recertified for its high-quality vocational training. The sister company excelled in five of the six assessed criteria and stands out for the high esteem that its apprentices enjoy in the company.

GMA Group Opens New Plant in USA

By Stephanie Cheong, Australia

Jun 2019 GMA has launched a new plant facility in Coos Bay, Oregon to support the growing demands of the aerospace, manufacturing and ship maintenance industries along the West Coast of USA. The new garnet processing and recycling plant is the sister company’s most advanced facility in the world and provides 20 jobs for the local community.

J SELECT Launches Hong Kong Flagship Store

By Sharon Li, Hong Kong

Aug 2019 J SELECT, a retail brand under Jebesen & Co’s Consumer business line, has opened its first flagship store in Tsim Sha Tsui, Hong Kong. The store stocks over 1,800 pieces of premium lifestyle merchandise from around the world and complements J SELECT’s strong e-commerce presence in Hong Kong and Mainland China.
Exhibitions & Tradeshows Around the Region

Jebsen & Jessen Ingredients has dedicated the past few months to helping customers in the food ingredients and personal care sectors grow in Indonesia and Thailand

By Surassawadee Krittanachai, Thailand and Colin Whitehouse, Thailand

**Cosmetics Ingredients 2019, Indonesia**

*Jun 2019* We are delighted to have made a successful debut at Indonesia Cosmetics Ingredients 2019! It was the first time our Personal Care team in Indonesia exhibited at the annual tradeshow, held in Surabaya this time. Our participation featured leading solutions from four global principals—Evonik, Schill Seilacher, Novachel and Innovacos—presented in the form of new 11 prototypes to inspire visitors. We earned many positive sales leads and are optimistic that these will translate into new projects in East and Central Java.

**Cosmetic Recipe Workshop, Thailand**

*Jul 2019* Over two days, 40 representatives from small cosmetic companies had the chance to formulate their own blush and lipstick at a workshop organised by Jebsen & Jessen Ingredients Personal Care Innovation Lab in Bangkok. Co-organised by and hosted at Mae Fah Luang University, the workshop offered insights into regional and global market trends and a hands-on session. Guided by our expert team and the university’s lecturers, participants learnt to use active and additive ingredients from principals like Evonik, Innovacos, Sensient and Elevance to create their own cosmetic recipes.

**Food Ingredients Asia 2019, Thailand**

*Sep 2019* For Food Ingredients Asia 2019 in Bangkok, Jebsen & Jessen shared our booth with new principals Sacco (cultures), PMV (malt extracts) and Orkla (reaction flavours) as well as established principals Kronos and Evonik. Nine new health and wellness product prototypes were presented, specially formulated for the show by our team at Jebsen & Jessen Ingredients Consumer Innovation Centre. This was our 13th consecutive year exhibiting at Food Ingredients Asia and, for our support and loyalty, we received the Food Ingredients Asia Brand Loyalty award from the organisers! Every year, we take the opportunity to showcase our solutions and innovations at the region’s top F&B tradeshow.

**SEA Brew 2019, Thailand**

*Sep 2019* We connected with the South East Asian craft brewing industry at SEA Brew 2019, held in Bangkok, Thailand this past September. It was an engaging experience to welcome many of the region’s most innovative brewers to our booth, where principals like PMV (The Malt Company), which is India’s largest malting company, and Murphy & Sons presented their range of solutions. In addition to the South East Asian market, we will also be distributing these products to Hong Kong in support of the local craft beer scene.
Rebooting Robots
JJ-Lapp and SICK Sensors solves Sony’s automation challenges

By Surapan Chaleepon, Thailand

Nov 2019 Industry 4.0 is billed as the future of the manufacturing industry but implementing automation systems can come with a unique set of challenges. A few years ago, electronics giant Sony started using Automated Guided Vehicles (AGV) at one of its major factories in Thailand. AGVs promise to enhance plant floor safety, improve material movement, deliver consistency, and improve inventory tracking and traceability but Sony did not expect that this implementation would be fraught with frequent breakdowns. This was such a recurring issue that Sony even considered a costly replacement of the entire system.

The tailored AGV solution for Sony.

Assistant Sales Manager Thanyarat Leelarat shows how SICK Sensors’ sensing technology is helping Sony reduce AGV downtime.

Sensing the Right Solution
When we learnt of Sony’s predicament, we knew we could help. JJ-Lapp has been partnering SICK Sensors, one of the world’s top sensor brands, in Thailand since the start of 2019. Our team, led by Assistant Sales Manager Thanyarat Leelarat, leveraged sensing technology to tailor an AGV solution for Sony.

As Sony’s AGV system uses magnetic tape on the floor as a guiding line, we proposed to replace this with a sensor-based solution using luminescent tape. The luminescent tape coating is invisible to the human eye but can be tracked by a particular SICK sensor type.

We also noticed a safety concern as AGVs could crash into people as well as other AGVs working together in the same area. To prevent this, we included a 2D scanner in our proposal.

Serving the Market Together
Through our proposal, we were able to convince Sony that it was unnecessary to scrap their existing AGV system. We are delighted that Sony agreed with us!

“As the only SICK Sensor System Integrator in Thailand, we have a competitive advantage of being able to work closely with SICK Sensors to customise solutions for the local industry,” said Ms Thanyarat.

Winning this new customer demonstrates the value of the strategic partnership between JJ-Lapp and SICK Sensors, according to General Manager of JJ-Lapp in Thailand, Thomas Hubschmann.

“With JJ-Lapp’s leading cable and connectivity solutions and SICK Sensors’ advanced technology, we look forward to providing more customers with cutting-edge solutions and best-in-class service,” he said.
Welcome New Senior Managers

By Per Magnusson, Singapore; Viktor Leendertz, Singapore and Mike Winzerling, Singapore

Olivia Chua
Chief Human Resources Officer
Jebsen & Jessen Group

Aug 2019 The Group is delighted to announce the return of Olivia Chua as our new Chief Human Resources Officer (CHRO), effective August 26, 2019. Olivia was previously Regional Manager, Human Resource Development for our material handling unit from 2013 to 2017. Based in Jebsen & Jessen Tower in Malaysia, she reports to Executive Vice Chairman Per Magnusson and is charged with driving the Group’s human capital initiative. Before returning to the Group, Olivia was Senior Vice President and Head of Human Resources for Valiram Group. She has close to 20 years of experience gained from working with brands like Accenture, Hay Group and Towers Watson.

Michelle Anne Pereira
General Manager – HUB
Jebsen & Jessen Business Services, Malaysia

Jul 2019 Michelle Anne Pereira has joined Jebsen & Jessen Business Services in Malaysia to help build and lead our new Group-wide Shared Services Centre, called the HUB. Michelle brings with her close to two decades of relevant experience. She started her career at the Shell Shared Service Centre Kuala Lumpur and has also held positions in BASF Asia Pacific Service Centre, Accenture Solutions and British American Shared Services. Most recently, she led the Ausenco Business Services Kuala Lumpur to deliver shared finance and HR/payroll services for the APAC/African and North American markets.

Chang Chee Keong
General Manager
JJ-Lapp, Malaysia

Oct 2019 A warm welcome to Chang Chee Keong (CK), as he joins us to lead JJ-Lapp in Malaysia. CK started his career as a Research Engineer with UMW Auto Parts. He has close to two decades of experience in sales, marketing, product management and business development, having held varied roles such as Product Engineer, District Sales Engineer, Account Manager, Deputy Industry Manager, Product Manager, and Regional Sales Manager (Asia, ASEAN, India and ANZ) in many notable organisations.

Jacqueline Tan
Group Director – Corporate & Legal Affairs
Jebsen & Jessen Group

Nov 2019 The Group welcomes Jacqueline Tan as the Group Director – Corporate and Legal Affairs. She succeeds Melvin Tan, who retires on March 31, 2020. She started her career in the corporate department of a law firm founded by Singapore’s former Minister Mentor, Lee Kuan Yew (Lee & Lee). In 2006, Jacqueline moved in-house as a legal counsel for SMRT Corporation Ltd where she worked for almost five years before accepting the role as Corporate Counsel, Asia Pacific for a US Fortune 500 MNC, Cummins Inc. In her almost nine years with Cummins Inc, Jacqueline had responsibility for all legal matters in Singapore, Malaysia, Philippines, Japan, and South Korea, as well as provided legal support to Cummins’ joint ventures in Thailand, Vietnam, and Myanmar.
Senior Management Changes Across the Group
By Heinrich Jessen, Singapore

Jan 2020 Having served Jebsen & Jessen Ingredients as Regional Managing Director since 2012, Marc Deschamps has decided to retire early from his role. His last day of service with the Group will be April 30, 2020.

Mr Marc Deschamps led Jebsen & Jessen Ingredients, our Group’s largest business unit, through more than seven years of profitable endeavour. Under his leadership, the business grew in product portfolio and geographical coverage. He has also been instrumental in setting new standards for talent development and regulatory compliance, establishing state-of-the-art regional laboratories and laying the foundation for sustainable growth in the future. We are grateful for his dedication and loyalty and wish him all the best in his retirement.

We are also delighted to announce the appointment of Ms Lim Siew Tin as Chief Operating Officer of Jebsen & Jessen Ingredients. Ms Lim joined Jebsen & Jessen in Singapore in 1997 and has pursued an impressive career, including leading Jebsen & Jessen in the Philippines (2010-2012) and Indonesia (2012-2014) as General Manager. In 2014, she took on the roles of Key Principal Manager, Regional RBU Controller and Jebsen & Jessen Ingredients Board Secretary. Most recently, she also served as Managing Director of Jebsen & Jessen Ingredients in Singapore and Malaysia. A successor will be appointed to take over this role from her on May 1, 2020.

In Memoriam

Shinji Ichima
By Heinrich Jessen, Singapore

Aug 2019 The Group is saddened to bid farewell to Sinji Ichima, who served as President of J-Win Corporation from 1985 to 2005. J-Win was a joint venture between Jebsen & Jessen and Ichima-san, formed as part of our efforts to deepen engagement with Japanese customers and principals. As a senior executive with significant international experience from his long career in Sansui Electronics, Ichima-san was instrumental in helping not only us but also our sister companies Jebsen & Co. and GMA Garnet penetrate the Japanese market.

Our thoughts are with his family in this difficult time.

Azmi Bin Muhamad Yusof
MHE-Demag, Malaysia
By Rahmath Cazi, Malaysia

Nov 2019 It is with a heavy heart that we send off our beloved colleague Azmi Bin Muhamad Yusof, who passed away peacefully on November 17 after two months in hospital. He is survived by two children. Azmi has been a valuable member of Service Division, specialising in truck repairs, ever since he joined us in January 2018. This was his second stint with the Group, as he had previously served us from February to December 2007.

May he rest in peace.
Thank You, MHE-Demag!

By Fifi Amaliawati, Indonesia; Rahmath Cazi, Malaysia; Nicole Kong, Singapore; Nerissa Austria, Philippines and Rujika Wichitamornsakul, Thailand

In this issue, we give special thanks to every member of MHE-Demag for their dedication and contributions to the Group. In particular, we are delighted to celebrate with 20 staff from all around the region who achieved their 25-year service milestone in 2019.

The year 2020 marks a new beginning for MHE-Demag as part of Konecranes. We wish all of you a rewarding journey ahead!

Celebration held on Jun 6, 2019
(All bearing bouquets from left):
Boonchuay Suwankul: Service Technician
Wichit Petchart: Sales Engineer, Service

Celebration held on May 3, 2019
Fesalbon Abner: Service Manager

Celebration held on Jun 19, 2019
(Centre):
Suwarno: Office Coordinator
MHE-Demag in Singapore

Celebration held on Aug 23, 2019

(From left):
Hoh Wing Hin: Refurbishment Manager
Chong Siau Lin: Regional Designer
Loo Tiong Kok: Regional QEHS Manager
Klaus Schilling: Regional Director; Sales & Markets
Lye Kok Cheong: Electrician
Koh Kok Tong, Stephen: Regional Service Manager
Peh Leong Cheng: Senior Warehouse Coordinator
Lye Kong Yip: Sales Manager

MHE-Demag in Malaysia

Celebration held on Sep 26, 2019

(Starting second from left):
Jorgen Hansen: Regional Director, Industrial Products
Lim Boon Tian: Regional Design Manager
Yong Lee Lee: Executive - Project & Technical
Mazian Bte Manshur: Customer Service Executive
Siddhartha A/L Somu: Assistant General Manager, IPD
Wong Guan Seng: Assistant Service Manager

25-Year Service Milestones

Celebration held on Nov 7, 2019

(Second from left):
Asron Kembaren: Area Service Manager

Celebration held on Nov 20, 2019

Siswanto: Service Manager
A Better World, One Need at a Time

We look back on the impact that our volunteers made in 2019, from protecting wild elephants in Thailand to improving water and sanitation in Indonesia

By Andi Tan, Singapore

Where Elephants Roam Free

In October, 18 volunteers trekked deep into Kui Buri National Park, located about 300km outside Bangkok, to help park rangers protect a dwindling community of about 250 wild elephants.

For five days, they removed invasive weeds from the grasslands where the elephants feed, cleaned water pools, and helped maintain mineral licks. These are soil heaps layered with minerals like calcium and magnesium that elephants need to survive.

“I was surprised to learn that the park used to be a large pineapple plantation and villagers were very antagonistic towards elephants as they would destroy their crops. It’s inspiring to see how the villagers are now guardians of these beautiful animals. It’s a reminder that humans play an important role in safeguarding the survival of animals,” said Diyamong Samay from Jebsen & Jessen in Cambodia.

Where Children Grow Up Healthy

Just a month later, in November, another team of 20 volunteers visited the urban villages of Tambakrejo and Sidodadi in Simokerto, Surabaya, Indonesia. Their mission was to construct hand-washing stations, install clean water pipes for wastewater filtering system, and promote good hygiene and sanitation behaviour through a hand-washing campaign. Working with Wahana Visi Indonesia (WVI), a partner of World Vision, we were able to positively impact 200 children between the ages of 4 and 12.

“Seeing all the kids happy and singing was a joy. One of the most memorable moments of the trip was watching an excited little girl posing for a photo at the water tap. Being able to give back in this way is a wonderful experience of a lifetime,” said Ron Windt from MHE-Demag in Australia.

Our Meet a Need programme continues in 2020 as we strive to make the world a better place by fulfilling one need at a time.