

# CREATING A GLOBAL MATRIX OF VALUE

TTL's value matrix has a global appeal, reaching out to people across geographical borders. Benchmarked to global quality standards, its product and service solutions are designed to provide exceptional solutions to customers in more than 50 countries around the world.



### Expanding geographical footprints

Encouraged by the growth in its international business, the Company is continuously expanding its footprint to new markets while consolidating its presence in the existing markets. Steered by this strategic approach, it is working to augment its market position in Europe, South Africa, the Middle East and South East Asia. With its foray into the new markets of Latin America and Africa, along with some new regions in Europe, the Company sees higher value creation in its exports business going forward.



### Reinforcing the aftermarket global expansion

With a network of service centres strategically located in close proximity to customer locations, the Company has developed a strong value-driven aftermarket model which ensures smooth commissioning of turbines, backed by speedy service proposition to customers worldwide. The physical presence of representatives and engineers in the UK, Middle East, Indonesia and South Africa has helped nurture an effective aftermarket service orientation for the Company. Refurbishment of turbines of other makes has also started delivering value, particularly in international markets.

The frontiers of global growth that TTL sees ahead are wide and extensive, and it is well positioned to leverage its core experience and expertise to drive greater value creation in its international business.