



APP TIMBER

ORGANIZATION UPDATE

APP Timber is one of the few Asian based companies with a firm commitment to service & growth and we are pleased to advise you that we have employed the following persons joining our company;

Sales & Marketing Director – based in Kuala Lumpur, Malaysia

This position will be taken up by Per Knudsen, a 39 years old Danish national who has more than 15 years experience in the furniture industry from which the last 10 years based in Indonesia, Malaysia and Vietnam. Per (and his wife) will be based in Kuala Lumpur starting July and take control of all the company's sales activities but initially concentrate on Vietnam, Indonesia and Malaysia to support our teams there to enhance the sales.

Country Manager – based in Shanghai, China

Alan Ai, a mainland Chinese national of 26 years old has joined us this month. Alan has a solid timber background working before for a German timber company. Alan's mission will be to develop a network of APP Timber sales operations all over China to enhance sales.

Domestic Sales Manager – based in Kuala Lumpur, Malaysia

Tee Siok Ching (Ms) has a master degree in Wood Science and over 10 years related experience in Malaysia and China and has joined us last month. "Domestic Sales" means those products which are used in the SE Asian market mainly for local commercial and residential purposes. APP Timber has started to target this market with a special "green line" of products sourced from sustainable forests which can compete with the local tropical hardwoods. To capture this business in Malaysia APP Timber intends to open at least five wholesale centers around Malaysia within the next 3 years; three around the Klang valley, one in Johor and one in Penang. These wholesale centers will be stocked with a full range of imported timbers so contractors can come and choose and at the same time the company will provide a lot of information about processing these timbers. The investment of these wholesale centers is estimated to be USD3-5million.

PT APP Timber - Indonesia

We are in the process of incorporating a company in Indonesia and once finalized we intend to start warehousing facilities in Jakarta (West Java) and Semarang (Central & East Java) to stock American & European hardwoods and softwoods.

Our company's HQ is in Kuala Lumpur and we have currently marketing operations in Indonesia, Thailand, Vietnam, China and Australia and sourcing offices in Europe and Africa.

