



MARIANA SHIPPING, JAPAN CO., LTD.

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Former excellent employee of PIL!

PIL is proud that its former employee Kelvin Tay Lian Hock was featured in Singapore Chinese newspaper Lianhe Zaobao on 7 May 2023, as a Singaporean who has great foresight in starting an agriculture business in the Philippines more than 10 years ago. The Philippines is expected to benefit from a recent agreement with China to export durians to the country. Kelvin started his 21-year career in PIL in 1991 right after completing his diploma studies. At PIL, Kelvin was responsible for overseeing cold-chain logistics, and he was instrumental in growing PIL's business in perishable goods. By the time he was about to leave PIL in 2012, PIL had become the largest ship owner to ship bananas from Philippines to China, with more than 730 containers every week and a 6-day transportation time (compared to the normal 15 days which other shipping lines would need). Currently, Kelvin is working to introduce higher value fruits and vegetables such as durians and mushrooms to the Philippines in the hope of helping the local farmers raise their income. As a Singaporean, Kelvin also aims to contribute to Singapore's food supply security while growing his agriculture business in the Philippines. PIL wishes him every success!

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