Mining a rich vein of opportunities

By Choo Tiong Hin, Han Xin Yi, Jonathan Chua and Keyson Fong

Top International Holding Pte Ltd (TIH) was a relatively obscure firm, but it has suddenly begat several prestigious awards such as the Enterprise 50 award in recognition of its stellar growth in 2018, when the company commemorated its fourth anniversary.

Since chief executive officer Victor Tan started Top in 2014, it has grown into one of Asia’s leading mining and trading companies, specialising in business-to-consumer. Today, Top continues to grow, and it has more than 5,000 employees globally. In Singapore, it has headquarters in Ethiopia, Kenya, Tanzania, Ghana, and China.

The company’s business model is to procure raw materials from their sources and then sell those materials in bulk to its customers. It has strong relationships with raw material suppliers and buyers around the world, and it has been able to lever these relationships to build a diversified portfolio of businesses and services.

Top’s strategy is to create value through its businesses, rather than simply pursuing opportunities that boost its bottom line. “A successful company is a good opportunity for stakeholders to share in the upside,” said Mr Victor Tan. “For us, success is measured in a different way.”

Mr Tan said that the company has collaborated with its local partners in Korea to cultivate products with a high quality system that is new to the region. The investment has recently increased significantly to enable the acquisition of technology, equipment, and skilled manpower.

Top International holds a number of strategic partnerships with companies in the mining and resource sector, which provide it with access to valuable resources and expertise. These partnerships allow the company to leverage its core competencies and expand its business reach.

Top’s vision is to become a global conglomerate—a multi-industry company with an expansive portfolio, central to Top’s strategy of diversifying its revenue stream. This strategy is designed to create value for the company and for the people it serves. It leverages on the company’s core competencies and resources to develop new businesses that target fundamental needs and future needs of society.

Mr Tan said that the company has a long-term game plan, and it is focused on building a robust business model to ensure its sustainability. It is also focused on developing a strong brand identity and reputation in the industry, and it is committed to maintaining high standards of corporate governance and social responsibility.

Top’s focus is to improve its efficiency and productivity by investing in technology and innovation. It has also set its sights on deep technology and strategic partnerships to create value for stakeholders. This includes the development of innovative mining technologies, such as remote monitoring and control systems.

Top’s business model is built on the principle of sustainability, and it is committed to reducing its environmental impact. It is focused on developing environmentally friendly processes and technologies that are cost-effective and efficient. It is also committed to reducing its carbon footprint and is working towards becoming a carbon-neutral company.

Top’s vision is to become a global leader in the mining and resource sector. It is committed to innovation, sustainability, and value creation. It is focused on creating a strong brand identity and reputation in the industry, and it is committed to maintaining high standards of corporate governance and social responsibility. It is also focused on building a robust business model to ensure its sustainability.

Top International’s milestones include successfully pioneering archean gold mining into Malaysia that increased efficiency and volume by 40%.

When Malaysia announced a moratorium on bauxite mining due to environmental concerns, Mr Tan chose a location that would put the mining operations near the port and this led the company to West Africa.

Two years later, Top managed to acquire an 80% stake in a company from the local government to own and operate mines, and its first and first development sites are already under way. The company expects to see significant growth in the coming years.

The development of the plant is a crucial partnership with China’s Yixing Port Group and Guinea’s Novo Bauxite in Sotima (Guinea). It will eventually serve Top’s mine and the surrounding mining section in the region.

Long-term game plan

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