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Cover Story

LAUGFS recently marked another monumental milestone by being the first to register a vessel at the Hambantota Port. The announcement was made together with the purchase of another LPG vessel under LAUGFS Maritime, in its plans to rapidly expand our vessel fleet.



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Changing Lives

We have been able to support children of over 200 of our discerning colleagues through the recently concluded LAUGFS Annual Book Gifting Campaign. This is part of our commitment to support education for a secure future.



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Moments of Pride

2016 proved to be another year of many feats and celebrations, enabling us to reaffirm our position as a trusted brand that has won the hearts and minds of millions.



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Eco Sri expands to Moratuwa

Further expanding its island-wide coverage, LAUGFS Eco Sri recently launched its 87th Fixed Vehicle Emission Testing (VET) center in Moratuwa.



Why Food Supplements?

Together with LAUGFS Wellness, we explore why food supplements are important for modern day lifestyles to add that extra nutritional support to your normal diet.



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E-commerce in Sri Lanka - Is it just a hype?

From pizzas to computer accessories, and home theaters to grocery needs, Sri Lankans are increasingly turning to shopping online. So, is E-commerce a growing trend in Sri Lanka or just a fad?



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Enjoying BPL 2016 from the VVIP Box

Our colleagues at LAUGFS Gas Bangladesh got to cheer for Dhaka Dynamites, who were sponsored by LAUGFS Gas at the recent Bangladesh Premier League matches.



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Featured Guest

Our featured guest this time is Hiroyuki Okamoto, who is the Group Executive Vice President - Consumer Product Sales & Marketing at FDK, which manufactures Fujitsu batteries.



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E Stroke - Electric Trishaws

In this issue, we speak to our team at LAUGFS Solutions to find out about their pioneering project on electric-powered trishaws.



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LAUGFS CREATES HISTORY AT HAMBANTOTA

LAUGFS MARITIME BECOMES THE FIRST TO REGISTER A SHIP AT HAMBANTOTA PORT



LAUGFS marked another monumental milestone by being the first to register a vessel at the Hambantota Port. The announcement was made together with the purchase of another LPG vessel under LAUGFS Maritime, in its plans to rapidly expand its vessel fleet. This latest LPG carrier was acquired for an investment of over USD 2.8 million, and is registered under the Sri Lankan flag as Gas Courage.

“Being a conglomerate that takes pride in our Sri Lankan roots, we are extremely pleased to be able to register the first ship at the Hambantota Port,” commented LAUGFS Holdings Chairman, Mr. W.K.H.Wegapitiya.

“We have been aggressively expanding our interests in the Power and Energy sector as part of our global expansion strategy. Our plans are to strengthen our vessel fleet to 20 carriers soon, to cater to the growing logistics demand within the region as well as by our own LPG operations in Sri Lanka and Bangladesh. Gas Courage will expand logistic capabilities of LAUGFS Maritime with another 3,000 M/Tons of LPG capacity. As global energy demand continues to rise, we are quickly gearing up to support these future requirements and to capture emerging opportunities, with strong investments especially focusing on energy infrastructure,” he continued.

LAUGFS is currently setting up one of the largest LPG Import & Export Terminals in South Asia at Hambantota. The terminal, which is expected to be commissioned in 2018, is expected to support the growing LPG demand serving as a central storage hub for the region. Further, the energy trading arm of LAUGFS, SLOGAL Energy DMCC, was set up last year with headquarters in Dubai. LAUGFS has also become the first Sri Lankan energy brand to become a multinational, with the acquisition of the 3rd largest LPG distributor in Bangladesh, one of the most lucrative emerging markets for LPG in Asia.

“As a home-grown conglomerate, we take great pride in being able to register another vessel under our Sri Lankan flag,” commented LAUGFS Holdings Group Managing Director, Mr. Thilak De Silva.

“Our aim is to help make Sri Lanka an energy logistic hub, by leveraging on our country’s location-based advantages and LAUGFS’s extensive industry knowledge and capabilities in the Power and Energy sector. Expansion of the vessel fleet of LAUGFS Maritime and investments into building one of the largest LPG Import and Export Terminals by LAUGFS Terminal are all steps taken towards achieving this strong ambition. From local employment creation to infrastructure development, these will yield tremendous benefits to our country,” he further remarked.



**PARTNERSHIP WITH
DHAKA DYNAMITES FOR
BPL 2016**



LAUGFS Gas Bangladesh, the only 100% owned multinational in Bangladesh LP Gas industry, partnered with Dhaka Dynamites Team as one of the major sponsors in this year's edition of Bangladesh Premier League (BPL). The occasion was celebrated with an official ceremony at Dhaka Dynamites office in Gulshan, Dhaka. Cricket legend Kumar Sangakkara who has played a pivotal role in building the partnership between these two elites, also took part in the ceremonial arrangement.



LAUGFS Supermarkets rolled out its Seasonal Promo to reward shoppers with some exciting giveaways. This featured double rewards with instant prizes and weekly raffle draws awarding Rs.100,000 to lucky shoppers every week.

**GREATER CONVENIENCE FOR
PELAWATTA
SHOPPERS**

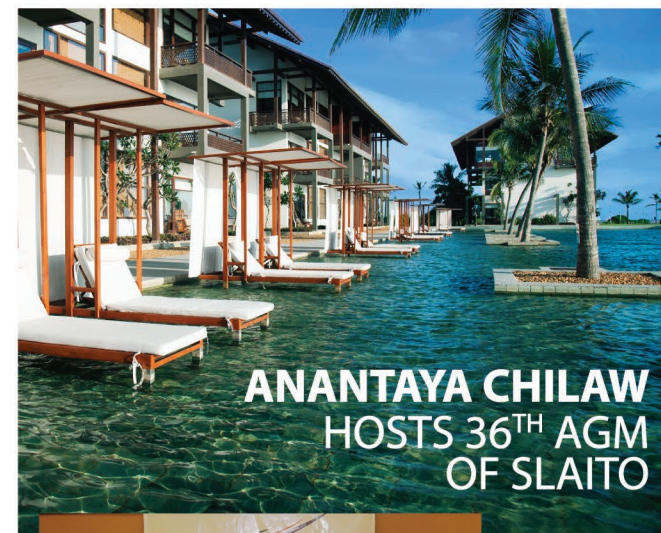


LAUGFS Supermarket at Pelawatta was upgraded recently with a more modern ambience and 24x7 operations to provide greater convenience for our shoppers.

**ECO SRI EXPANDS TO
MORATUWA WITH 87TH VET CENTER**



Further expanding its island-wide coverage, LAUGFS Eco Sri recently launched its 87th Fixed Vehicle Emission Testing (VET) center in Moratuwa. The new VET center will service motorists in the Moratuwa and surrounding suburbs, providing them with the convenience of hassle-free vehicle emission testing.



Anantaya - Chilaw, recently hosted the Annual General Meeting of Sri Lanka Association of Inbound Tour Operators (SLAITO), followed by a Mexican themed gala dinner on its beach lawn. The 'Wild West' themed cocktail was completed with cowboys on horses and Mexican themed décor, much to the enjoyment of those gathered. Anantaya Resorts & Spas in Chilaw and Pasikudah have rapidly gained popularity as one of the leading venues for Meetings, Incentives, Conferences and Events (MICE) in Sri Lanka.

**BEST STALL AT
EDEX
JOB FAIR**



LAUGFS took part in the EDEX Expo Education Exhibition and Job Fair held at BMICH recently. Our HR team was also awarded the Best Stall at the Exhibition.



MOMENTS OF PRIDE

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2016 PROVED TO BE ANOTHER YEAR OF MANY FEATS AND CELEBRATIONS, ENABLING US TO REAFFIRM OUR POSITION AS A TRUSTED BRAND THAT HAS WON THE HEARTS AND MINDS OF MILLIONS. HERE ARE A FEW HIGHLIGHTS

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Another win at the

National Business Excellence Awards 2016



LAUGFS Gas PLC was bestowed another prestigious award at the recently held National Business Excellence Awards (NBEA) 2016. The group, which has businesses in Sri Lanka, Bangladesh and Dubai, was awarded Winner of the Other Services/Other Sector – Extra Large category at the awards ceremony for the fourth consecutive year.

The National Business Excellence Awards, organized by the National Chamber of Commerce of Sri Lanka (NCCSL), is a much sought-after awards competition in the corporate sector in Sri Lanka. It is an annual awards competition that recognizes organizations for demonstrating excellence and contribution to the country's economic progress.

LAUGFS GAS PLC Wins Gold

for the 4th year running at CA Annual Report Awards



Another prestigious Gold Award was secured by LAUGFS Gas PLC at the 52nd CA Annual Report Awards held by The Institute of Chartered Accountants of Sri Lanka. This marks the fourth consecutive year LAUGFS has been bestowed with the Gold Award in the Power and Energy sector. The CA Annual Report Awards is one of the most celebrated events among corporates in Sri Lanka and serves to

recognize and reinforce the importance of transparency, accountability and corporate governance among organizations in the country. This is the third integrated report by LAUGFS Gas PLC, adopting globally recognized standards and practices including the Global Reporting Initiative (GRI) G4 guidelines, to present its economic, social and environmental performance.

Another Win at APICTA 2016 for the pioneering GnTracker device



LAUGFS yet again clinched an award for its pioneering GnTracker device at the prestigious Asia Pacific ICT Alliance (APICTA) Awards 2016 held recently in Taipei. This latest recognition comes following the accolades received at this year's National Best Quality ICT Awards (NBQSA) for this innovative product developed by the Group IT team of LAUGFS, who also clinched the Chairman's Appreciation Award.

Anantaya Chilaw

Brings Glory to Sri Lanka at World Luxury Hotel Awards 2016



Anantaya Resort & Spa – Chilaw did Sri Lanka proud again on the global tourism stage, grabbing 2 prestigious awards at the 2016 World Luxury Hotel Awards ceremony held in Qatar. Setting a benchmark for Sri Lankan tourism, Anantaya was presented with the **Country Award for Luxury Hotel and Conference Centre** as well as the coveted **Regional Award for Luxury Wedding Destination**. The World Luxury Hotel Awards is one

of the most prestigious and celebrated award ceremonies in the world, held in recognition of the finest hotels with world class facilities and service excellence the industry has to offer.



Why Food SUPPLEMENTS?



Most of us only realize the importance of a healthy and balanced diet when our body alerts us with some form of medical symptom. However, symptoms are merely the end result of a long term process within our bodies. Usually the root cause of most modern day health issues is due to unhealthy daily habits, such as undisciplined eating habits, lack of exercise and stress.

The purpose of food supplements is to add extra nutritional support to your normal diet. They ensure that you are getting a measurable amount of essential nutrients and make up for the poor nutrient content of the many foods we eat.

Iron deficiency is one of the most common nutrient deficiencies in the world, affecting more than **25%** of people worldwide

(Source: Authority Nutrition)

Experts say that **90%** of us are deficient in chromium, which is an essential trace mineral that is poorly supplied.

(Source: Times of India)



An Aid for Stressful Lives

With the modern fast-paced lives, stress has become a common cause of health issues. Stressful and busy lifestyles result in skipping meals, resorting to instant and junk food, as well as lack of sleep. All these lead to lack of nutritional support for our cells to rejuvenate and for the healthy functioning of our organs. Therefore, stress can also increase the body's need for certain nutrients, which can be easily obtained from supplements.

Slowing the Aging Process

Then, there are antioxidant supplements that can delay the aging process and cellular damage. Intake of essential nutrients in required amounts has been shown to improve physical performance, fat loss and muscle gain. While these can be supplied from a healthy and balanced diet, most of us intake much less nutrients on a daily basis due to our busy lifestyles. Therefore, antioxidant supplements help regain the nutrients vital to combat free radicals, which causes the aging process.

Disease Prevention

The need for supplements for disease prevention is also well documented. Those who do not take at least conservative doses of antioxidants are allowing their body to undergo unnecessary damage. Degenerative diseases (e.g. Heart Disease and Osteoporosis) are also caused when there is multiple nutrient deficiencies.

Nutrition for Active Lives

Those who exercise regularly have a much higher need for antioxidants and minerals. Athletes suffer from many nutritional deficiencies and can use supplements to ensure optimum supplies of nutrients for maximum performance.

Our lifestyles have significantly changed from our grandparents' due to urbanization as well as technical advancements. Our environment, work habits, daily routines are all geared towards supporting the hectic lives we lead today.

The changes that have taken place in our lives today due to these, have a surprising link to common health issue we face. For example, eating processed, preserved, microwaved or junk food lead to nutrient depletion in our food supply that makes it difficult to obtain adequate nutrition from foods alone. Also, some of the food we assume to be nutritious may not contain proper nutrients due to various reasons. For instance, current commercial agriculture techniques lead to important mineral deficiencies in the soil, causing the food grown in this soil to have many nutrition deficiencies.

Therefore most experts in the medical fraternity across the world today recommend to consume food supplements to eliminate possible health hazards due to these changes in our lifestyles. Due to increased knowledge and understanding of healthy living, use of supplements is also rising in Sri Lanka.

Courtesy



The perfect protein partner - Kabipro

Kabipro is a protein supplement prepared with 100% "whey protein", which is a high quality, complete natural protein, with all the essential amino acids. Due to its many benefits, Kabipro is recommended for active individuals such as athletes and body builders, people with special medical needs, as well as those on dieting programs.

Kabipro is part of the Enteral Nutrition (EN) product portfolio of German multinational, Fresenius Kabi, which is brought to Sri Lanka by LAUGFS Wellness. The product range now available in Sri Lanka includes the powder diet range with Fresubin, Fresubin DM, Kabipro & Kabimunne, and the ready-to-use liquid diet range under Fresenius brand.



images courtesy : freepik

E-COMMERCE IN SRI LANKA IS IT JUST A HYPE?

It is quite common for today's younger generation to check out product offers online and place orders. From pizzas to burgers and computer accessories, to home theaters or grocery needs, Sri Lankans are increasingly turning to shopping online. So, is E-commerce a growing trend in Sri Lanka or just a fad?



image courtesy : freepik

The Rise of Online Shopping

The 1st e-commerce company in Sri Lanka was Kapruka.com, which started distributing gift items from Sri Lankans living overseas to their loved ones who are back at home. In 2011, with Anything.lk entering the online retailing sphere with daily deals, e-commerce sector got kick-started into a high gear. Today, there are quite a number of large and mid-scale players as well as over 100 small scale online retailers in the market. Even the conventional businesses are increasingly focusing on developing e-commerce as an additional channel to reach their younger target consumers. Overall, the industry is estimated to be currently worth over Rs 4 billion in terms of revenue per annum and growing at around 100% YOY.

The Real Stats

However, e-commerce is still at a very nascent stage in Sri Lanka and only account for about 1% of the consumer retail industry and it is expected to account for 3-4% by 2020. With the overall retail industry predicted to grow by only about 5% through 2020, this share will come from the conventional brick and mortar retailers.

Where e-commerce in Sri Lanka is concerned, these growth stats point to more of a trending industry than a hyped up story. However, Sri Lanka has been rather slow to catch up in these trends compared to global markets. In the US, e-commerce sales shot past USD 300 billion in 2015, while closer to home in India, a staggering growth of 71% is recorded with a USD 6 billion annual revenue. In some of the devel

oped countries where e-commerce is now in growth phase of its life cycle, online retailing accounts for about 20-25% of the overall retail industry. This is very significant, compared to the 1% online retailing represents in our local market, which reflects the future potential for growth for ecommerce in Sri Lanka.

Building a Viable Industry

When Anything.lk shifted the industry to high gear 6 years ago, the Sri Lankan consumers started to experience the concept of massive "online discounts", which they have continued to associate with online purchases up to today. Unlike in developed markets where consumers turn to e-commerce channels for convenience, here in Sri Lanka and neighboring India, it is mostly

the discounts and daily deals that drive sales for online retailers. This has led to companies who are chasing the top-line at any cost having to sacrifice their bottom lines in order to remain competitive. This focus on price discounts by online retailers to remain competitive, has resulted in the lack of a sustainable business model with real value drivers beyond discounts.

So, it is in the hands of online retailers to ensure that the e-commerce industry does not burn out with price competitions and instead focus on building a sustainable industry that has long-range benefits to all stakeholders involved. Excellent customer care, big data supported customer intimacy, speedy service, quality assurance, ease of payment are just a few areas that need to be focused on.

Another trending reality is the growth of technology and IT-enabled logistics and infrastructure that are introduced to support the e-commerce value chain. Mostly driven by the start-up community, these solutions have stayed fairly flexible and rather cost competitive, supporting industry growth. However, the industry can certainly benefit from large scale investors who can help scale up these areas. The availability of on-demand courier network coverage and express delivery solutions with the capacity to support growing segments such as grocery and food are some of the areas to explore.

The Future

With the industry's rapid growth and vast future potential, a number of foreign firms have already entered the local online retail market. Ikman.lk and Kaymu, which recently got rebranded as Daraz, are all powered by foreign investments. Most of these foreign companies bring in their already accumulated industry and e-com experience, along with tried and tested



image courtesy : freepik

business processes, which they replicate in Sri Lanka. While some degree of customization and localization may be needed, these replications help place them ahead of the learning curve compared to some of the local firms that may not have similar experience. Even Dialog owned wow.lk, which was previously the pioneering e-com firm - Anything.lk, taps on to its Dialog Axiata regional team's e-com experience for streamlining their internal processes as well as ongoing developments.

The local players will therefore need to expedite the acquisition of required competencies and business process management to quickly gear up to compete effectively.

After all, with Alibaba.com recently announcing its intentions to enter Sri Lankan market with a promise to invest heavily into market development, the competitive landscape is set to step up.

Source: dailynews.lk | oxfordbusinessgroup.com | echelon.lk

Written by
Muditha Thebuwana
Muditha serves as Chief Operating Officer of Lfinity (Pvt) Ltd

Last year LAUGFS ventured into e-commerce with Lfinity (Pvt) Ltd, driven by a team of digital enthusiasts and launching www.clicknshop.lk. With the promising growth shown within the start-up year, Lfinity is now gearing up to expand its presence in the online retail industry, tapping into the group synergies of its parent company. Leveraging on LAUGFS's diversified interests in many high growth sectors, Lfinity is planning on rapidly expanding its online business portfolio.



ENABLING CHANGE

SUPPORTING EDUCATION FOR A SECURE FUTURE

meet the basic educational needs of their children and to help them broaden their knowledge and secure a better future," commented LAUGFS Holdings Group Managing Director, Mr. Thilak De Silva.

This year's campaign, which benefited over 200 families, was celebrated with an event held at the LAUGFS Head Office. Exciting gift packs of school supplies were handed over to the children to commence the new school year. Those who excelled in the grade 5 scholarship examination and students who gained university entrance in 2016 were also recognized for their achievements during the event with education support.

The event was coloured with stage performances by some of the children who showcased their talents to the delight of the audience. A special

segment was further conducted in honour of deceased employees of the company and their families. LAUGFS Welfare society has been assisting these families and providing them with financial support from the inception of this initiative.

The funding for the project was provided with personal contributions by LAUGFS Chairman, Mr. W. K. H. Wegapitiya and the Group Managing Director, Mr. Thilak De Silva along with financial assistance offered by several LAUGFS subsidiaries.

LAUGFS's strong affiliation with supporting education has continued over the years with numerous projects and initiatives driven by our business operations in Sri Lanka and Bangladesh. These projects aim to work closely with our communities as well as our colleagues.

LAUGFS's Book Gifting Campaign is an annual event organized by the LAUGFS Welfare society, which has been driving this program since 2005. The project was initiated with the aim of facilitating and supporting our staff members to encourage early literacy and further education among their children.

Through this year's campaign, which was held for the 12th consecutive time, we were able to provide school supplies and other support to children of over 200 of our discerning colleagues.

"This annual program reinforces our commitment to support education in Sri Lanka, by especially focusing on the children of our staff members. As a company with a strong family culture, we believe in looking after each other and continuously creating a strong bond with our colleagues and their families. With this initiative, we hope to support some of our colleagues to



DINOJA

A STORY OF LITTLE DREAMS

GIVING THE POWER TO EMPOWER LIVES

Dinoja lives with her mother and younger brother in Kalkudah, a small fishing village located 35 kilometres northwest of Batticaloa. Because of her love of books, Dinoja runs to the village library every day after school. She takes time reading her favourite books to Sanujan, her younger brother and dreams of becoming a teacher one day. She is 11 years old, and is a recent recipient of the LAUGFS Book Gifting Campaign, which provides education support to selected children of our staff members.



that LAUGFS's education support program has made a positive change on, by providing hope for a secure future and adding colour to little lives such as Dinoja's.

Malar, Dinoja's mother, worked as a manual support worker during the initial construction phase of the Anantaya Resort in Pasikudah. Similar to her, many community members engaged in the Resort's construction work due to the high unemployment levels prevailing in the once war-torn area.

Malar now works as a Trainee Waitress at the Resort as a result of a special program by the Resort management to provide livelihood opportunities for the local community. This was done with the support of training and development programs designed to help enhance their skill sets. As a result, she is now able to support her family with a stable income from skilled employment.

She speaks highly of her daughter whom she raised through much difficulties amidst economic hardships. Malar is one of the many colleagues





Dawn of Another New Year

The LAUGFS family celebrated the dawn of 2017 at Head Office, and auspiciously welcomed the New Year looking forward to another great year ahead.



CELEBRATIONS & GET-TOGETHERS

Eco Sri

LAUGFS Petroleum

ENJOYING BPL 2016 from the VVIP Box

All our colleagues at LAUGFS Gas Bangladesh along with some of the key distributors and customers got to cheer for Dhaka Dynamites at the recent Bangladesh Premier League. Dhaka Dynamites, which is sponsored by LAUGFS Gas, clinched the trophy in front of a full house at the Shere Bangla National Stadium in Mirpur.



DINNER WITH SANGA

A special dinner was hosted by our colleagues in Bangladesh for cricket legend Kumar Sangakkara and the High Commissioner of Sri Lanka to Bangladesh, H.E Ms. Yasoja Gunasekera.

TRAINING & DEVELOPMENT



Residential workshop on Leadership Development

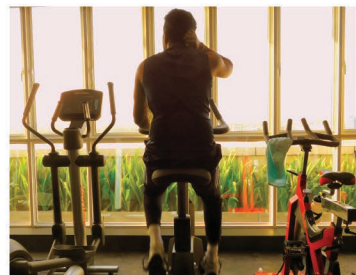
Grooming & Etiquette

Customer Satisfaction training for our teams at LAUGFS Gas Bangladesh

Taking time Out



The cafeteria at our Head Office got a new look recently, making it the perfect place for our colleagues to take a break with some tasty mouthwatering food.



A brand new Fitness Centre was launched at LAUGFS Head Office with fully equipped gym facilities and dedicated instructors. A number of health and fitness programs are also conducted, including weekly Zumba classes and yoga

sessions, which have become popular among staff. This is another great initiative driven by the LAUGFS Sports Club to promote a balanced work life for our colleagues through health and wellness.

A HELPING HAND



LAUGFS Eco Sri partnered with Jayawickrama Children's Home in Kandy, spending the day with the children and providing them with necessary educational supplies and support equipment. This annual event was carried out with the participation of the Eco Sri centre teams at Matale, Kandy, Gampola, Akurana, Nuwara Eliya, Didula, Dambulla and mobile units.



The team at LAUGFS Business Solutions, our shared services arm, partnered with Sucharithodaya Samaaja Seva Sangamaya to provide aid and assistance for the many who are under their care.

REMEMBERING OUR ROOTS

Our Group MD, Mr. Thilak De Silva, recently visited his alma mater - Mahinda College as the honorary Chief Guest of the Annual Prize Giving. He shared fond memories from his school days, while imparting valuable advice and guidance for the young students.



Image courtesy: Mahinda College

SHARING INSIGHTS

LAUGFS Chairman, Mr. Wegapitiya was invited to the discussion panel of Sri Lanka Institute of Directors' Women on Boards forum, which discussed the important role of female professionals within today's corporate sector.



Image courtesy: Sri Lanka Institute of Directors



Image courtesy: University of Sri Jayewardenepura

A series of career guidance programs were carried out for students of a number of Universities, including Institute of Chemistry - Ceylon, University of Kelaniya, the Career Fair at University of Moratuwa as well as University of Sri Jayewardenepura.

FEATURED GUESTS

In this Issue, we are featuring Hiroyuki Okamoto, who is the **Group Executive Vice President - Consumer Product Sales & Marketing at FDK, which manufactures Fujitsu batteries.** He works closely with our team at LAUGFS International, who is the authorized sole distributor for Fujitsu dry cell batteries in Sri Lanka.



What does a typical day look like for you?

I work hard and play hard!

What do you like most about your work?

I love meeting different people around the world.

My work involves a lot of travel, so I'm constantly get the opportunity to meet people from different backgrounds and cultures. This is one of the best parts of my work.

What do you find the most challenging at work?

Adjusting to the constantly changing global business requirements. This is very important to keep evolving and staying on top of the game.

What would you have become, if you haven't entered your current profession?

I love baseball. So, I would have definitely become a professional baseball player. It's one of my true passions.

Do you have a Motto or personal mantra?

My daily schedule is very hectic, with constant travel and many challenges constantly popping up. So my motto is "keep cool" no matter what.

If you could choose anyone, who would you pick as your mentor?

It would definitely be my father.



Given a chance, who would you like to be for a day?

The Japanese professional baseball player Ichiro Suzuki

How do you manage stress?

By spending time with family and my pet dogs...and also being with my close friends

What was the biggest strength behind your success?

My wife and my mother are the two pillars behind me.

What was the best piece of advice you ever got?

Always stay calm and cool no matter what ever happens. This has become a personal mantra to me now.

Tell us a little about your family.

My wife and two loving daughters

How do you balance your career and family?

It's not easy. But I always make my family a priority.



What are you passionate about outside work?

I'm an avid fan of Golf and Karaoke.

Tell us something most people don't know about you.

I'm scared of heights and I'm also quite shy (although most people may not realize it).

What inspires you?

My two daughters are an inspiration to me

Something you always wanted to do, but never done?

Sky diving!



**E STROKE
EMISSION FREE
ELECTRIC THREE WHEELERS**

A Pioneering Solution for a Sustainable Future



Since inception in 1996, LAUGFS's entrepreneurial spirit has been largely embedded into our core culture, reflected in the many pioneering businesses that have been added to our portfolio.

Starting from the pioneering auto gas conversion businesses that revolutionized the automobile industry in Sri Lanka in 1996, this entrepreneurial culture, which combines our intrinsic innovative spirit with R&D and technology, have resulted in numerous ground-breaking products such as the Octopus Router and the award-winning GnTracker.

The E-STROKE Electric Three wheeler is the latest of these ongoing development work, designed to deliver multiple economic, social and environmental advantages to Sri Lanka with another pioneering concept.

With government plans to impose controls over 2-stroke and 4-stroke three wheelers in Sri Lanka, our team at LAUGFS Solutions embarked on research and development work to find an effective and sustainable solution to address the many concerns surrounding conventional three wheelers. Keeping in line with LAUGFS's strong focus on sustainable energy solutions and our innovation-led intrapreneurial culture, the concept of electric-powered three wheelers or E-STROKE was developed by the technical team at LAUGFS Solutions.

Following months of R&D work, 2three wheelers were converted as part of the pilot project, which currently operate successfully on the streets. These include one three wheeler from the Sri Lanka Three-Wheeler Association and one owned and run by LAUGFS.

Multiple benefits from this pioneering project include:

• Energy savings

E-STROKE consume only 20.8 MJ per 100km compared to 169 MJ with conventional gasoline-run counterparts. This is a considerable saving in energy, which when translated to cost per km is only Rs. 1.50 for an E-STROKE, compared to Rs. 7.28 for a conventional three wheelers.

With a single chargeusing 5kWh electrical units, an E-STROKE three wheeler is able to run 100km per charge, while a gasoline-run counterpart uses 5 liters for 100km on average.

• A cost-effective solution

Considering the cost of conventional transport fuel, the cost per km with an E-STROKE is ¼ of the cost of a gasoline - run three wheeler. Comparative maintenance costs of electric-powered three wheelers are also significantly less. This means greater earning capacity for three wheeler drivers.

The transportation sector contribute to a significant portion of local urban pollution and Greenhouse Gas (GHG) emissions in Sri Lanka and its contribution is likely to grow in the coming years.

Three Wheelers continue to occupy a 24% share of the 4 million active vehicle fleet in Sri Lanka and contribute to an estimated 15% of passenger kilometers from passenger transport vehicles. Several steps have been taken by the Sri Lankan Governments to control vehicular emissions, such as the implementation of progressively stringent emission standards for vehicle emission testing.

According to the latest Government policy document titled Sri Lanka Energy Sector Development Plan for a Knowledge-based Economy 2015-2025, the country envisage to meet 100% of its energy demand from renewable energy in all end-use sectors such as Transport/Domestic/ Industry and Commercial.

• Less environmental pollution

An E-STROKE has almost zero emissions, and will be an effective solution to help mitigate urban air pollution caused by vehicle emissions. There is also the reduction of noise pollution, as electric vehicles are almost whisper quiet whilst 2-stroke engines are known to be very noisy. Studies show a potential noise reduction of 99%.

• Resulting reduction in pollution-related health costs

Exposure to air pollution caused by vehicular emissions are known to cause severe health issues, resulting in premature mortality and morbidity. Health concerns varies from respiratory illnesses to cardiovascular disease. Each year, air pollution accounts for tens of thousands of premature deaths and billions of dollars in medical costs and lost productivity.

• Easy and convenient

– Electric-powered three wheelers are provided with an on-board charger, which can be used to charge by plugging into any standard 220V, 50 Hz wall outlet at home or work. A single charge can currently be used for around 100km providing convenience for drivers.

With the converted E-STROKE three wheelers showing promising results, the teams at LAUGFS Solutions are currently working on making them a commercially viable and environmentally sound transportation solution for Sri Lanka.



This pioneering E-STROKE concept comes as a natural extension of our continuous focus on environmentally sustainable business solutions. From auto-gas conversion as a greener alternative for conventional motor fuel, to air quality management services by Eco Sri, to renewable energy solutions by LAUGFS Power, this latest E-STROKE Project by LAUGFS is another step towards pioneering innovative business solutions for a sustainable future.



Maritime Travel

Converging Economies, Cultures and Power



As civilizations evolved, maritime travel has played a pivotal role in the progression, interchange and convergence of economies, cultures and power over centuries. While it stands as a key propeller for growth of global trade, maritime travel continues to connect continents, facilitating the exchange of goods and capital, as well as ideas, philosophies and lifestyles.

Around 90% of world trade is carried out by the international shipping industry. Without shipping, the import/export of affordable food and goods would not be possible - half the world would starve and the other half would freeze!
Source: International Chamber of Shipping

Without shipping the import and export of goods on the scale necessary for the modern world would not be possible.

Seaborne trade continues to expand, bringing benefits for consumers across the world through competitive freight costs. Thanks to the growing efficiency of shipping as a mode of transport and increased economic liberalization, the prospects for the industry's further growth continue to be strong.



Image source: www.theneweconomy.com



Image courtesy: dedola.com

A Glimpse into History

In the ancient days, Maritime travel has resulted in not only trading of goods, but also the exchange of culture and religion between the eastern and western worlds, while it has also enabled the rise and fall of empires.

The spice trade, which was one of the most important trades in the ancient world, became a motive for Europeans to travel across the seas to the East. The maritime silk route, which expanded from China to Europe, flourished during the Tang dynasty (618CE-907CE) with the trading of silk as well as other goods. Advancements in

navigation technology, enhanced ship-building knowledge as well as astronomy, increased the safety and therefore appeal of long distance sea travel.

Sri Lanka has also played a critical role in maritime trade from ancient times. Having centrally located on the maritime silk route, Sri Lanka became a major hub for ancient maritime trade. It is said that goods were imported by merchants for both export and exchange during this time, making Sri Lanka a major maritime hub. For example, there are mentions of Persian traders obtaining silk from China at the ports of Sri Lanka, indicating the

central role the country played for trade in ancient times.

The southwest monsoons carried in the sailing ships across the oceans from the west, and the northeast monsoons from the East to the West. The natural harbours of Sri Lanka, such as Manthai in the northwest, Godawaya in the south, and Gokanna in the east operated as busy sea ports. It is said, that in ancient days, Manthai was not only a key trading centre, but also a well-known dockyard for constructing ships using wood. Adjacent rivers have facilitated trade between the ports and inland cities such as Anuradhapura and Pollonnaruwa.

Modern Maritime Trade

Advances in technology has today made maritime travel safer, more reliable and cost-effective. Around 90% of world trade is carried by the international shipping industry, with Germany, Japan and Greece claiming the world's biggest fleets.

It is estimated that more than 50% of the world's commercial ships today pass through the Indo-Pacific seas. For example, the Strait of Malacca, which links the Indian and Pacific Oceans, carries around 25% of all oil that travels by sea. Around one-third of the world's liquefied natural gas (LNG) production

passes through the Straits of Malacca into the South China Sea, with majority of it originating in the Persian Gulf.

Many Chinese firms have invested billions of dollars in East Africa, mainly in the oil and gas, and other mining sectors, and therefore have a strong vested interest in the maritime transportation routes lying across the Indian Ocean. Around 80% of Japanese and 39% of Chinese oil imports are transported across the Indian Ocean from the Middle East.

Therefore, Sri Lanka's significance as a central strategic point for maritime trade in the Indian Ocean, yields

tremendous potential for opportunities for the country to be developed into a maritime hub for trade between the East and the West.

Source: Asia Maritime Transparency Initiative, www.sundaytimes.lk, factsanddetails.com, International Chamber of Shipping, easyfreight.co.nz

Courtesy:



LAUGF'S Maritime provides ocean freight services and related logistics support to the LP Gas Downstream Industry in the region with its own fleet of ships.

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