



# Double-digit growth

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**KUALA LUMPUR:** TNT Malaysia will manage another year of double-digit growth in 2011, buoyed by continued growth in the small and medium enterprises.

"While the worldwide economic uncertainty has impacted multinational firms, there has been dynamic growth in the SME sector and this has benefited us," newly appointed TNT Malaysia and Brunei managing director S.C. Chong said after signing with Mail Boxes Etc (MBE) Malaysia to start offering TNT products and services.

Last year, TNT revenue grew by 40 per cent.

"If you compare this year to last, the volume has gone down but we managed to grow, thanks to our reliable and timely service, smart partnerships and our focus on the SME market," Chong said.

More than half of the company's revenue comes from the SME segment.

Mail Boxes is the world's largest retail business, communications and postal service centre franchise.

In Malaysia, Mail Boxes serves the SMEs and small and medium industries and has 26 independently owned and operated franchisees in the Klang Valley area. On average, Mail Boxes handles between 5,000 and 8,000 transactions in a month.

According to Mail Boxes Business Corp managing director Brian Chow, the company is looking to add on three to four outlets more for Mail Boxes by the end of the year. The majority of these outlets will be located in Petronas retail stations, or Kedai Mesra.



**S.C. Chong says the dynamic growth in the SME sector has benefited TNT**

The company, which has an agreement with Petronas to have its outlets in its retail stations, is in the midst of short-listing the top 30 to 50 most suitable retail stations. In 2012, Mail Boxes plans to add eight to 10 outlets.

As the franchise holder, Mail Boxes Business Corp identifies the locations suitable for its outlets. It then ropes in entrepreneurs or franchisees to start the business.