



 **Access**



Entrepreneurs at the heart of nation building...

# WHO WE ARE

Access is one of Sri Lanka's fastest growing conglomerates. From humble beginnings in 1989, the Company has since evolved and diversified into many fields, bolstered by its core business areas which are engineering and construction, property and real estate, automotive, healthcare, information technology, power and energy, aviation, telecommunication, international trading and water. The Company's strength, however, lies in securing major projects for infrastructure development in Sri Lanka that are funded by bilateral and multilateral donor agencies.

The Company's strategic goal is centred on consolidating and strengthening its existing enterprises whilst aggressively pursuing greener pastures. These include new ventures and markets with untapped potential. Steered by a dynamic and adventurous management team, Access has chartered its course successfully into many challenging territories emerging as one of the most recognised business entities in Sri Lanka.

# WHAT MAKES US DIFFERENT

Our reputation as one of the nation's leading conglomerates with diversified business areas precedes us. Building the nation up, however, remains our number one priority. Our key strength lies in our human capital – loyal, committed, and highly skilled people who are passionate about their roles, and serve to further propel the company toward success. Imbued with a sense of purpose and the drive to successfully venture into challenging new business areas, we remain ahead of the curve with an innovative mindset and cutting-edge technology that strikes a balance between big ideas and the technical ability to bring them to life.





# OUR VISION

To be a leading and dynamic Sri Lankan business enterprise with a global reach.

# OUR MISSION

- To add value and develop strong long-term relationships with all our stakeholders.
- To meet the challenges and increasing demands of a globalised business environment through implementation of high quality standards, human resource development and innovative technology.
- To actively contribute to the development of Sri Lanka, and participate in regional and global business opportunities relevant to the core activities, related strengths and interests of the Company.
- To be a conscious corporate citizen and support and participate in programmed activities aimed at uplifting the communities' living standards and value systems.



# OUR ETHOS

Our aim is to maintain long term relationships with all our stakeholders while satisfying our customer requirements in a profitable manner. We at Access shall uphold our fundamental code of ethics.

## **EQUALITY**

We shall recognize all rights of all our stakeholders including shareholders, employees, clients, partners, financial institutions, professional institutions, general public and the state, and carry out our business activities with due consideration to their rights and our obligations towards them.

## **HONESTY**

We shall uphold the principles of fair play and be vigilant against conduct which has intent of being deceptive towards our stakeholders.

## **INTEGRITY**

We shall not merely abide by the law in a technical sense, but also try to serve our stakeholders with honest values, avoiding any conduct or schemes which prey on human ignorance. We shall make accurate claims to all our stakeholders and strive to be open about our business activities.

## **DISCIPLINE**

We shall carry out our work in an orderly manner with the interest of the Company ahead of any self-interest.

## **COOPERATIVENESS**

We shall support a healthy business environment through cooperation with other business entities and professional organisations in order to benefit from a free-market system.

## **SELF REGULATION**

We will honour all our commitments and guarantees to all our stakeholders and will seek to resolve any disputes in a fair and expeditious manner. We will always investigate regulatory requirements and will always comply to same, with a view to even exceed compliance to such requirements.



# CHAIRMAN'S MESSAGE

Over the years, it is with great pride that I have witnessed the growth of Access. From humble beginnings in 1989 the Company has evolved and diversified to establish itself as one of the most dynamic and progressive business entities, and a leading conglomerate in Sri Lanka. Having made its mark in many industries including engineering and construction, property and real estate, automotive, healthcare, information technology, power and energy, aviation, telecommunication, international trading, education and water, the Company continues to expand into uncharted territories.

It is my firm belief that our greatest strength lies in our people who are loyal, committed and highly skilled. We attribute a great deal of our success to them. Their passion, energy and bold spirit serves to strengthen our forward-thinking work culture and keeps propelling the Company to even greater heights.

Led by a dynamic and experienced management team, our strategic focus is on consolidating existing enterprises whilst pursuing new ventures and markets with untapped potential. In our continuous efforts to be a responsible corporate citizen, we are committed to following business practices that promote sustainability. Access is and always will be dedicated to empowering the nation through sustainable development and by creating a sustainable future for its people.

God Bless Access!  
Sumal Perera



## BOARD OF DIRECTORS

LEFT TO RIGHT

SEATED: Ranjan Gomez | Theo Fernando | Sumal Perera | Brian Obeyesekere | Christopher Joshua

STANDING: Shamal Perera | Shevantha Mendis | Darshana Munasinghe | Rohana Fernando | Dilshan Ferdinando | Dilhan Perera



# PASSIONATE PEOPLE PERPETUATING PROGRESS

As a company founded on achieving excellence across the board, people remain centric to Access' entire operational capabilities and engineering competencies. Their dedication, passion, experience and professionalism has been the catalyst in integrating its core competencies into strategic partnerships. In return, we compensate them with unparalleled career prospects including remuneration that transcends the industry standard. Maintaining a healthy work-life balance with an environment of superior human resource development through a comprehensive Quality Management System and Occupational Health and Safety Management System have inculcated a culture of meritocracy and performance oriented individuals who make for an excellent team who perform to excel, at each of the Company's subsidiaries.

Teams of extraordinary people work as a cohesive unit, demonstrating the Company's competence in providing various services to challenging projects and in some, earning the distinction of being the pioneer to carry out such work. Though many reasons can be attributed to the growth and success of the organisation, the lifeblood of Access' success has always been its people and their unwavering honesty and loyalty towards the organisation. With a pool of some of the best available human resources in the country, their energy and adventurous spirit have transformed the organisation into the force to be reckoned with that it is today.

# ENGINEERING & CONSTRUCTION



## ACCESS TO THE NATION

Access made its mark in the engineering and construction industry in 1993 entering a niche market of providing gabion related engineering solutions. The innovative use of gabions and successful delivery of many projects provided the platform necessary to expand business into other areas of civil engineering thus creating the 'Engineering & Construction' sector of Access.

Value creation has always been at the core of our business operations and this clearly was the differentiating factor between our competitors and ourselves. Our products comprise multi-disciplinary engineering works – roads and highways, bridges and flyovers, buildings, water and wastewater, harbour and airports, renewable energy and other engineering works. With some of the best human capital in the industry we extended our service portfolio bringing in engineering designs, piling, asphalt and concrete production, quarry operations, and geotechnical laboratory services.

We have developed a reputation for being the preferred local partner for most of the international contractors operating in Sri Lanka with more concentration given to the use of new and innovative construction material and methods such as steel flyovers, diaphragm walls, specialized retaining wall systems, trenchless drilling systems, cable blowing and ducting to name a few.

Our flagship Access Engineering PLC has been accredited with the highest Construction Industry Development Authority (CIDA)) grading in almost all civil engineering disciplines and further holds top CIDA grading for piling works and telecom infrastructure development. The Company's Quality, Environmental, Health and Safety Management Systems are accredited and complies with international quality assurance and compliance standards ISO 9001, ISO 14001 and OHSAS 18001. Many awards and accolades won over the years stand testimony to Access Engineering's superior performance.



## ACCESS TO LIVING

Access has seen steady growth over the years and is a forerunner in the construction sector for the leisure industry and real estate sector in more than 20 cities across the country. We are very close to being the ultimate benchmark in Sri Lanka's commercial building and real estate market sector with our solutions that range from land sales and the sale of luxury apartments to the renting of commercial space.

Our property development activities, including our flagship buildings "Access Towers" and "Access Towers 2", are acclaimed for their architectural splendour and "intelligent" design. Access Towers are also host to many blue-chip companies who enjoy premium office space services in

the heart of Colombo. We are sought after for catering to the needs of our ever-expanding diverse clientele; encapsulating skills and in-depth knowledge to exceed customers' expectations in the local real estate sector.

There are currently 1500 apartments being developed across multiple projects. A noteworthy project is the Marina Square – a 1068 apartment complex with 36 floors across 5 towers in uptown Colombo. A mélange of modern living founded on rich tradition and history, along with its affordable, contemporary urban design is tailored for modern families seeking convenience in city living, or for budding investors pursuing a high return on investment.



## AUTOMOTIVE

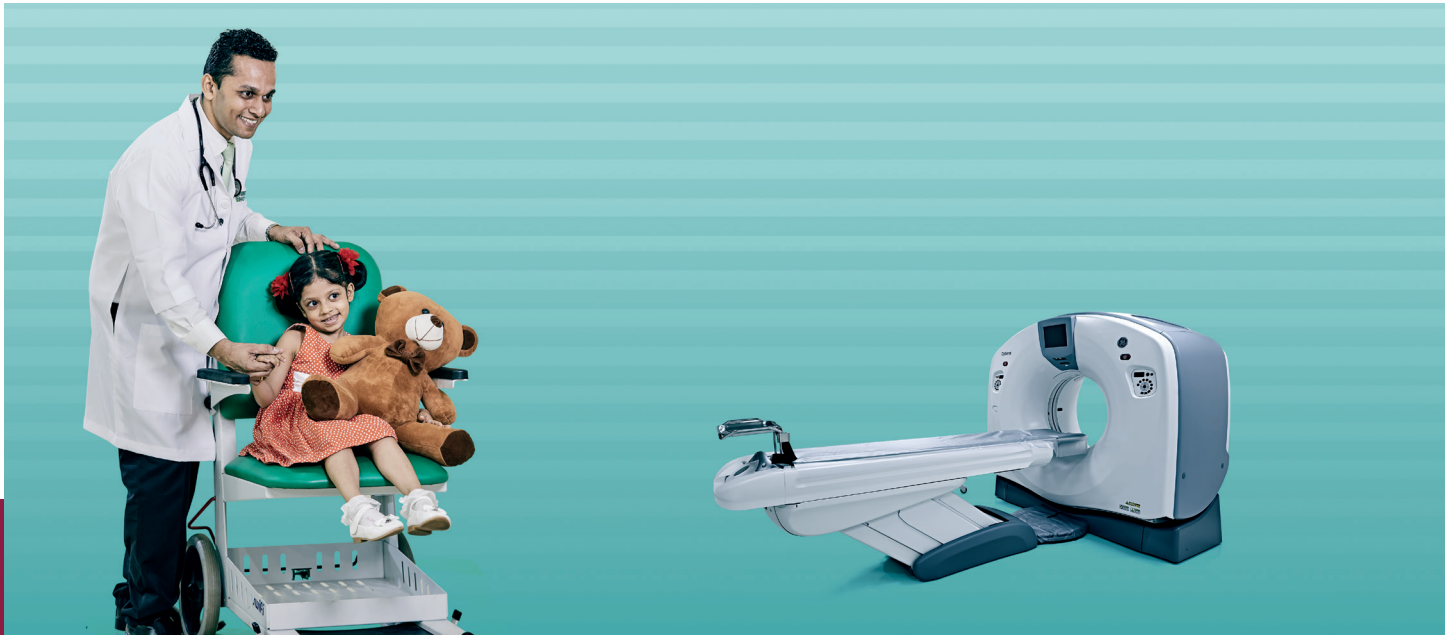


## ACCESS TO LUXURY

We are leaders in the local automotive industry in the commercial vehicle market where we operate as the exclusive partner for Isuzu through Sathosa Motors PLC. Our activities in the automotive industry cater to a wide spectrum of key economic sectors, enabling us to meet the needs of an economy that is now on an accelerated growth trajectory.

We also have a strong foothold in the luxury vehicle market with our subsidiary SML Frontier (Pvt) Ltd where we are the exclusive partner for Jaguar Land Rover. Our strong commitment to our brand is evidenced by our investment in multiple service centres to ensure we are closer to our customers and are able to provide an unparalleled service.

## HEALTHCARE



## ACCESS TO HEALTH

Access Healthcare was established in 2000 with the objective of providing state of the art technology and the best quality products and solutions to the medical and healthcare sector. We provide sophisticated diagnostic and monitoring equipment and supply operating theatres with pharmaceutical equipment that are at the forefront of solutions for critical care illnesses. We have partnered with leading European, American and Asian brands that are committed to quality and are dedicated to perfecting innovations in medical technology. With the constant development and evolution of medical innovations, we look to work with valued principals to earn recognition as a leading supplier of health solutions in all sectors of the Sri Lankan medical industry in the years to come.

We also own and manage Ninewells, a pioneering and specialist women and child care hospital in Sri Lanka dedicated to giving patients comprehensive care. The hospital is one of Sri Lanka's largest and leading mother and baby care hospitals for the last 15 years and is responsible for the country's highest number of birth deliveries from a single hospital in the private sector. Its core specialities include Obstetrics, Gynaecology, Paediatrics and Fertility medicine. In addition, Ninewells has commenced consultation services in neighbouring SAARC countries particularly in the Maldives, whilst developing extensive medical education curriculums with the partnership of recognized medical universities around the world.

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## INFORMATION TECHNOLOGY



## ACCESS TOMORROW

We deliver cutting-edge IT solutions to companies in various industries, from implementing turnkey solutions to evaluating new automation solutions/systems, integrating or upgrading current systems and developing applications. Our business' operations include: Marine Terminal Operating Systems, Yard Management Systems for Marine Terminals, Container Handling Equipment Management and Biometric and Secure ID Solutions.

Our mobile payment platform, developed by Axionent, is the pioneer in digital and cashless transactions and ticketing in Sri Lanka's transportation sector. It is designed to accommodate on-field payment collections, NFC/mobile handheld POS ticketing platforms and NFC/3G/BEE enabled toll ticketing systems. Using NFC-based technology, it enables branch-less banking technologies by digitalizing the loan collection and disbursement systems for some of the leading banks and financial institutes in Sri Lanka.



## POWER & ENERGY



## ACCESS TO RENEWABLE ENERGY

Our activities in the power and energy sector are centred on power generation, electrical installations, energy conservation, energy management solutions and renewable energy solutions. We supply energy to the nation by carrying out renewable energy power generation projects, substation projects and supplying equipment and providing installations on a turnkey basis. We are also Sri Lanka's leading solar energy/photovoltaic solutions provider that offers solar energy solutions for residential purposes, commercial applications and rural lighting requirements to on and off-grid markets in the country. We have been instrumental in some of the largest solar installments in Sri Lanka. With more than a decade of experience and expertise, we produce more solar power now than ever before that we supply to rural

homes, hospitals, schools, holiday homes, hotels and more complex telecommunication, street lighting and commercial grid connect systems island wide.

We are also actively involved in constructing mini-hydropower plants and currently operate three mini-hydropower projects around the country. To date, we have successfully completed the supply of materials for a rural electrification project encompassing 225 rural electrification schemes. Through the consultancy services we provide with regard to hydro plants and wind power solutions, we sustain the nation, keeping the country running at full power, at all times.

## TELECOMMUNICATION



## ACCESS TO COMMUNICATION

We support the telecommunication sector by partnering with technology powerhouses, the telcos, as well as with the development of Value Added Services (VAS). We supply system integration, training solutions through partnerships with renowned technology providers in the telco space. Our telco services start at the very outset of Network Planning where we undertake the complex tasks associated with Site Acquisition and expands to include all aspects of network development through Site Infrastructure Development, Systems Installation and Commissioning. We support telecom operators with a complete range of outsourced services, ranging from System Integration and Solutions to Managed Services, Civil Construction and Engineering Services. Our System Integration and Solutions Division is designed to be a hub in compounding subsystems. It is capable of managing product portfolios, designing and introducing new solutions and managing projects on a turnkey basis. Our Engineering Services Division too has expanded its scope to offer telecom operators and OEM vendors end-to-end solutions in network optimisation and analysis.

## AVIATION



## ACCESS THE WORLD

We have a vested interest in the aviation industry and its operators. We support Sri Lanka's national air carrier by providing it with aircraft ground support equipment, airport security and baggage handling equipment, and aircraft spares and provide repair overhaul services of our overseas principals. We offer highly specialised engineering services and provide air traffic simulators and essential radar systems for regional and domestic airports alike. As multi-faceted enterprises, we engage in coordinating international tenders between the client and contractor with required consultancy services and work both ways by identifying projects for principals and identifying contractors for our clients.



## INTERNATIONAL TRADING



## ACCESS TO EXPERIENCES

Access is a pioneer in introducing new technology to the country. Our diverse portfolio includes a range of high quality innovative products and lifestyle brands with reliable after sales service, from 3D printers to elevators, photocopy machines and elevators. Some of the high-end luxury lifestyle brands Access has partnered with include Grohe, Hansgrohe, Duravit and Porcelanosa. In the sphere of international trading, we remain focused on consolidating and strengthening existing enterprises while continuing on an aggressive growth trajectory. It is this focus that has led to us acquiring the local franchise for world renowned brands and will see us enter vital new ventures in the near future.

## WATER



## ACCESS TO LIFE

Our work in the field of water projects has been focused on building and improving harbours, irrigation tanks and canals, flood control projects and pipelines. Our portfolio now includes the supply and installation of electro-mechanical equipment, plant automation for water supply and sewage systems, irrigation systems, hydrography and oceanography equipment, ductile iron, HDPE and vitrified clay pipes and fittings. We are also involved in the supply and installation of submersible, dewatering engine-driven pumps and domestic water meters.

Aquafresh, our own brand of bottled drinking water, is a market leader that has expanded its range to include both alkaline water and flavoured water options. The brand's alkaline water range has a PH level of 9 and is specially formulated to provide alkaline benefits to your body making it less acidic and therefore less susceptible to disease. We have achieved quality standards and processes authorised by SLS 894, ISO 9001: 2000 and Dutch HACCP systems certification.



# SUSTAINABILITY INITIATIVE

Access strives to be a responsible corporate citizen by committing to business practices, operations, and projects that promote sustainability. These practices are continuously enhanced to minimise the Company's environmental footprint, reduce costs and to enrich the work experience of our employees. We acknowledge the existence of all life forms and resources inhabiting the planet today, as well as in the future, to be as important as our own existence. Therefore, we are dedicated to conserving existing resources and replenishing the ones that are used to ensure sufficient resources for future generations. We seek to be proactive and take sustainability into account in the execution of all our projects and business activities, adhering to the Triple Bottom Line at all times.



# OUR SOCIAL RESPONSIBILITY PROJECTS ARE WORKED ON FIVE PRIMARY PLATFORMS

## LOCAL COMMUNITY DEVELOPMENT

Continuous contribution towards the enrichment of the society through economic and social development of the localities.

## HEALTH AND WELLNESS

Contribution to physical, psychological, social and spiritual wellness of the society by raising awareness, infrastructure development, dissemination of healthcare services etc.

## HUMAN CAPACITY BUILDING

Continuous investments to increase the abilities and resources of individuals and communities by fostering their involvements in different learning opportunities.

## ENVIRONMENTAL STEWARDSHIP

Contribution to sustain the environment and its natural resources for future generations by ensuring business operations comply with environmental regulations, conservation of natural resources, protection and enhancement of wildlife habitats, strict control of the production and disposal of hazardous waste, and support to the local environmental projects and activities.

## INDUSTRY ADVANCEMENT

Investment in the advancement of the construction industry through diverse education programs, development of human resources and dissemination of best practices in construction management.



## ENGINEERING & CONSTRUCTION

### ACCESS ENGINEERING PLC

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### ZPMC LANKA COMPANY (PVT) LTD

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Web: [www.accessprojects.lk](http://www.accessprojects.lk)  
FB: <https://www.facebook.com/accessprojectspvtltd/>

### ACCESS HOLDINGS (PVT) LTD

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Fax: +94 112 302 383  
Email: [shehan.g@access.lk](mailto:shehan.g@access.lk)

### ACCESS INTERNATIONAL PROJECTS (PVT) LTD

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Fax: +94 112 302 736  
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### ACCESS CIVIMECH (PVT) LTD

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Email: [info@accesscivimech.com](mailto:info@accesscivimech.com)  
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### ACCESS INTERNATIONAL (PVT) LTD / MINING & CONSTRUCTION EQUIPMENT DIVISION

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### ACCESS INTERNATIONAL (PVT) LTD / BUSINESS DEVELOPMENT DIVISION

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### ACCESS INTERNATIONAL (PVT) LTD / ENGINEERING SERVICES DIVISION

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## PROPERTY & REAL ESTATE

### ACCESS REALTIES (PVT) LTD

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Web: [www.accessrealities.com](http://www.accessrealities.com)

### ACCESS REALTIES 2 (PVT) LTD

Access Towers (South),  
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Tel: +94 112 302 302  
Fax: +94 112 302 333  
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Web: [www.accessrealities.com](http://www.accessrealities.com)

### BLUESTAR REALTIES (PVT) LTD

No 124, Barnes Place, Colombo 07, Sri Lanka.  
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Hotline: +94 763 112 233  
Fax: +94 117 606 605  
Email: [info@bluestarrealities.com](mailto:info@bluestarrealities.com) / [sales@bluestarrealities.com](mailto:sales@bluestarrealities.com)  
Web: [www.capitalheights.lk](http://www.capitalheights.lk)  
FB: <https://www.facebook.com/capitalheightsrajaagiriya/>

#### **HABOUR VILLAGE (PVT) LTD**

Access Towers (North),  
No 278, Union Place, Colombo 02,  
Sri Lanka.  
Tel: +94 763 050 000  
Email: [sales@marinasquare.lk](mailto:sales@marinasquare.lk)  
Web: [www.marinaspquare.lk](http://www.marinaspquare.lk)  
FB: <https://www.facebook.com/MarinaSquareColombo/>

#### **ACCESS RESIDENCIES (PVT) LTD**

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#### **ACCESS REAL ESTATE (PVT) LTD**

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#### **ACCESS TRANSPORT & SERVICES (PVT) LTD**

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#### **SATHOSA MOTORS PLC**

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Web: [www.sathosamotorsplc.com](http://www.sathosamotorsplc.com)  
FB: <https://www.facebook.com/SathosaMotorsPlc/>

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#### **SML FRONTIER (PVT) LTD**

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Sales Hotlines: +94 703 887 788 / +94 703 889 988  
Fax: +94 115 559 777  
Email: [sales@landrover.lk](mailto:sales@landrover.lk)  
Web: [www.landrover.lk](http://www.landrover.lk) / [www.jaguar.lk](http://www.jaguar.lk)

Service Center  
No 117, Dehiwala Road, Boralasgoma, Sri Lanka  
Tel: +94 114 514 510  
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#### **ACCESS INDUSTRIAL SYSTEMS (PVT) LTD**

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#### **REPROGRAPHICS (PVT) LTD**

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#### **ACCESS LIFESTYLE (PVT) LTD**

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Access Experience Centre:  
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## WATER

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## POWER & ENERGY

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### ACCESS ENERGY SOLUTIONS (PVT) LTD

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### ACCESS SOLAR (PVT) LTD

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Fax: +94 114 519 180  
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### ECO FRIENDLY POWER DEVELOPERS (PVT) LTD

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## HEALTHCARE

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FB: <https://www.facebook.com/Ninewellshospitals/>  
Instagram: <https://www.instagram.com/ninewellshospital/>



## AVIATION

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## TELECOMMUNICATION

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