



## **3Q20 Corporate Presentation**

3 March 2020

IR Adviser:



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Corporate Profile



Industrial Park Development



Construction and Engineering Services



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# Corporate Profile



## Industrial Park Development



- Development of industrial parks
- Sale or lease of industrial factory units

## Construction Services



- Construction of large manufacturing plants and industrial properties

## Engineering Services



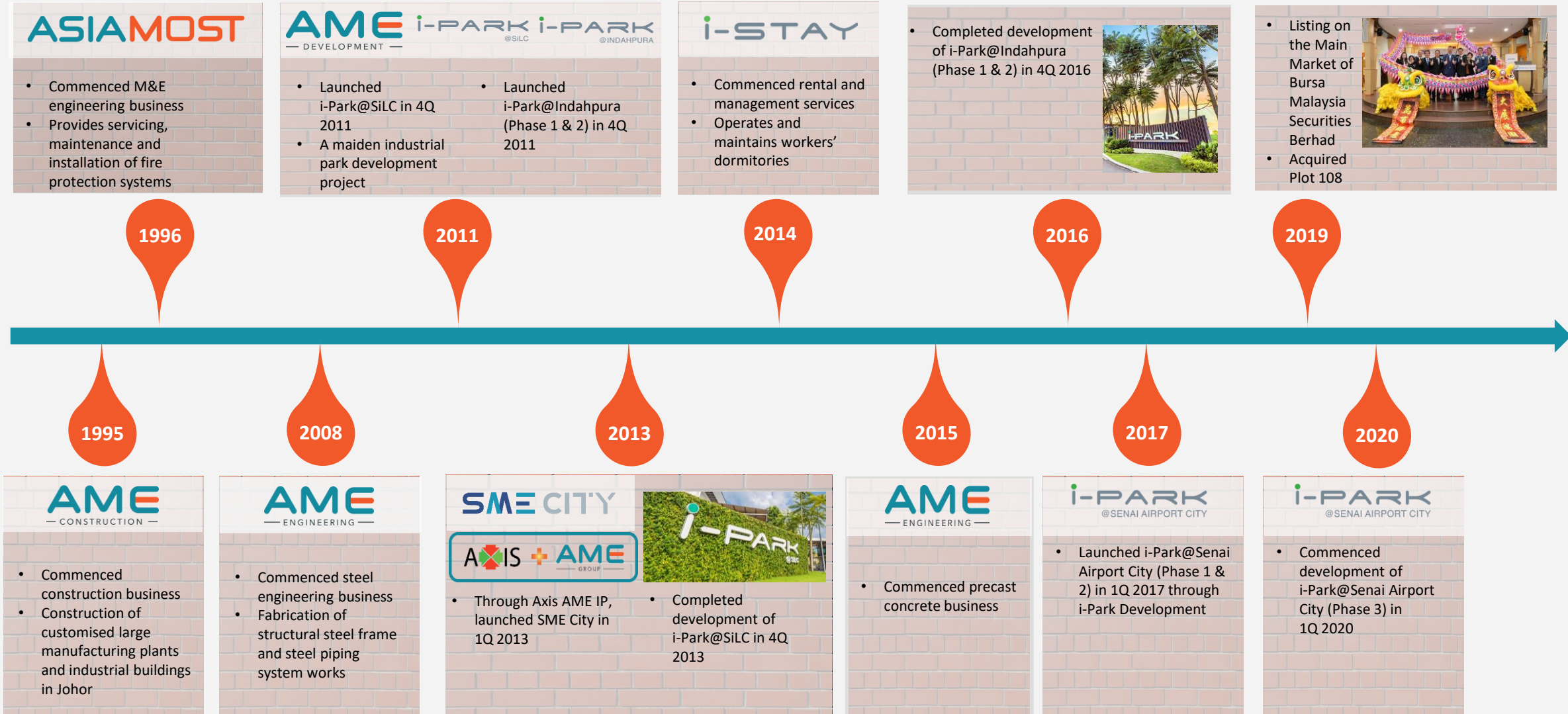
- Steel engineering works
- Precast concrete works
- M&E engineering services

## Property Investment and Management Services



- Property investment
- Rental and management of workers' dormitories

# 25 years of being part of the country's industrialisation...







# Industrial Park Development



## Completed

**i-PARK**  
@SiLC



**Total GDV**  
RM80 million

**Area**  
12.31 acres

**Completion**  
2013

**Location**  
SiLC, Johor

**district6**  
@SiLC



**Total GDV**  
RM86 million

**Area**  
7.57 acres

**Completion**  
2015

**Location**  
SiLC, Johor

**SME CITY**



**Total GDV**  
RM192 million

**Area**  
40.00 acres

**Completion**  
2015

**Location**  
Indahpura, Johor

## Ongoing

**i-PARK**  
@INDAHPURA



**Total GDV**  
RM1,176 million

**Area**  
205.24 acres

**Target Completion**  
2016 (Phases 1 & 2)  
2023 (Phase 3)  
2021 (Plot 108)

**Location**  
Indahpura, Johor

**i-PARK**  
@SENAI AIRPORT CITY



**Total GDV**  
RM1,340 million

**Area**  
188.59 acres

**Target Completion**  
2025

**Location**  
Senai Airport City, Johor

# Phase 3 of the award-winning i-Park@Indahpura well received... newly acquired Plot 108 adds on RM120m to GDV



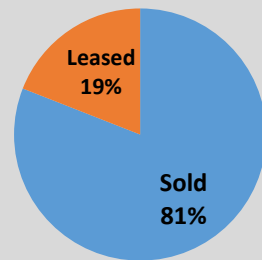
Phase 3

## Overview: i-Park@Indahpura (Phase 3)

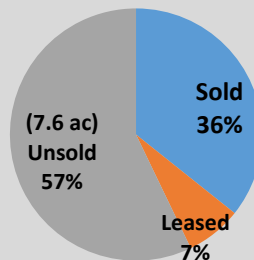
- 50%/50% owned by AME Group & Axis IE Sdn Bhd
- Expansion of the highly successful, award-winning i-Park@Indahpura (Phase 1 & 2)
- Total GDV: RM456 million
- Acreage: 85.4 acres

## Description of Units (Phase 3)

- 21 completed detached factories
- 14 under development detached factories



Completed  
21 units



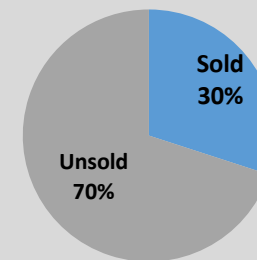
Under Development  
14 units

## Overview: i-Park@Indahpura (Plot 108)

- 100% owned by AME Group
- Ready infrastructure allows for quick turnaround of land to generate sales
- Total GDV: RM120 million
- Acreage: 15.0 acres

## Description of Units (Plot 108)

- To be announced



Under Development  
15 acres

### Notes:

1. Figures as at 31 December 2019



## i-PARK @SENAI AIRPORT CITY



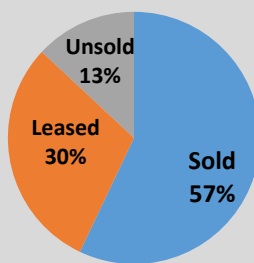
### Overview:

#### i-Park@Senai Airport City (Phase 1 & 2)

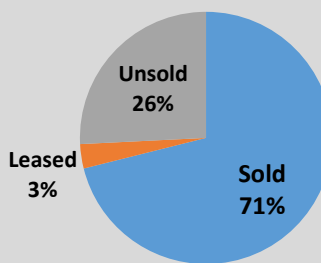
- 3rd and latest i-Park development
- Built with industrial factories, workers' dormitories, sports and recreational facilities
- 80% owned by AME Group
- Total GDV: RM717 million
- Acreage: 98.1 acres

#### Description of Units (Phase 1 & 2)

- 51 units/plots of 1½ storey semi-detached and detached factories
- 48 units of retail shops



Completed  
37 units



Under Development  
62 units

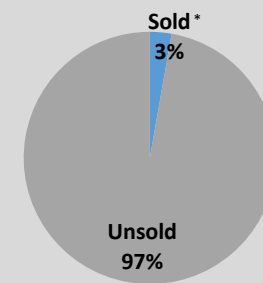
### Overview:

#### i-Park@Senai Airport City (Phase 3)

- Commenced in 4Q FY20
- 80% owned by AME Group
- Total GDV: RM555 million
- Acreage: 76.6 acres

#### Description of Units (Phase 3)

- 36 units/plots of 1½ storey detached factories



Under Development  
36 units

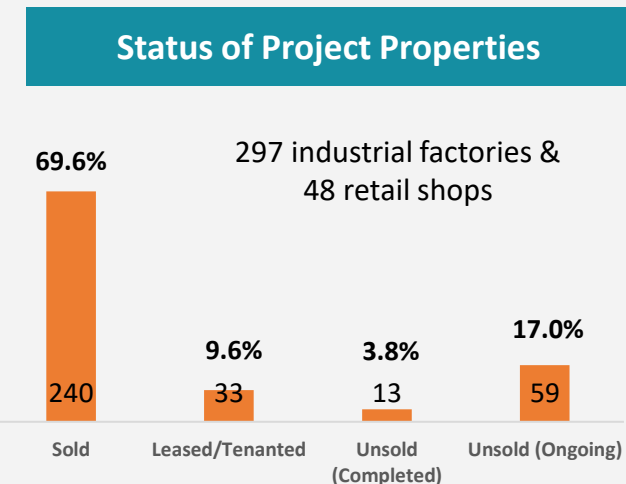
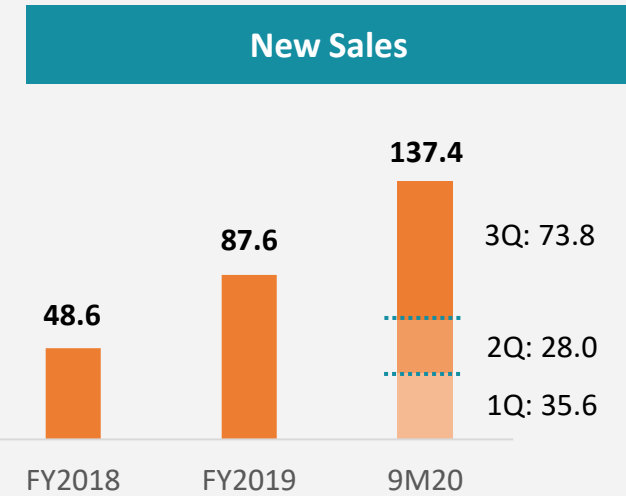
\* Sold a piece of 7-acre land in 3Q FY20; awaiting award of building contract

### Notes:

1. Figures as at 31 December 2019

# Uptrending interest in i-Park developments evident with 3Q20 sales exceeding 1H20 to reach new high... record 9M20 sales to further enhance performance

Projects				GDV (as at 31 December 2019)					
	Type of Development	Acres	Units	% Sold/ Leased	Commencement/ Completion (CY)	Total/ Est. Total (RM'm)	Sold (RM'm)	Balance (RM'm)	Unbilled (RM'm)
<u>Completed</u>									
i-Park@SiLC	Industrial factory (Gated & Guarded)	12.3	19	100	4Q 2011/ 4Q 2013	80	65	15	
District 6	Industrial factory with office	7.6	6	50	2Q 2014/ 3Q 2015	86	13	73	
i-Park@Indahpura (Phase 1 & 2)	Industrial factory, commercial development and dormitory (Gated & Guarded)	104.8	64	95	4Q 2011/ 4Q 2016	600	361	239	5
SME City	Industrial factory and commercial development	40.0	86	100	1Q 2013/ 2Q 2015	192	192		-
<u>Ongoing</u>									
i-Park@Indahpura (Phase 3)	Industrial factory (Gated & Guarded)	85.4	35	77	1Q 2013/ 2023	456	346 <sup>(2)</sup>	110	
i-Park@Senai Airport City (Phase 1 & 2)	Industrial factory, commercial development and dormitory (Gated & Guarded)	98.1	51	78	1Q 2017/ 2025	717	316 <sup>(2)</sup>	401	53
The Jacaranda	Commercial development (Retail Shops)	13.9	48	79	1Q 2019/ 2021	68	47	21	30
i-Park@Senai Airport City (Phase 3)	Industrial factory (Gated & Guarded)	76.6	36	3	1Q 2020/ 2025	555	22 <sup>(3)</sup>	533	22
i-Park@Indahpura (Plot 108)*	Industrial factory (Gated and Guarded)	15.0	TBA	30 <sup>(1)</sup>	2Q 2020/ 4Q 2021	120	11 <sup>(3)</sup>	109	11
<b>Total</b>		<b>453.7</b>	<b>345</b>			<b>2,874</b>	<b>1,373</b>	<b>1,501</b>	<b>121</b>



Notes: 1. Based on acreage of existing land sold  
 2. RM34m / RM40m building works included in construction segment respectively  
 3. Building contract has yet to be awarded





# Construction & Engineering Services



## Completed projects (selected)

### Large Manufacturing Facilities

Consumer & Food Products



Consumer & Food Products



Oil & Gas Related



Electronics



Oleo-Chemical



Aerospace Components



### Industrial Buildings



**Completed  
>200  
large manufacturing  
plants and industrial  
buildings in Peninsular  
Malaysia**



**RM302.1 million  
outstanding external  
construction order book**

Note: Figures as at 31 December 2019





- ✓ Scope of work includes structural steel procurement, fabrication and engineering works
- ✓ More than 20 years of extensive experience



- ✓ Leading specialist and provider of Mechanical and Electrical (M&E) engineering services
- ✓ Industry clients include oil and gas, warehouses, real estate solution, industrial, pharmaceutical, hotel and residences

**RM46.40 million**  
**Outstanding external order book**

Note: Figures as at 31 December 2019



## Steel engineering works

- Structural steel works
- Steel frame works
- Piping system works
- Fabrication of mechanical equipment frameworks



## Precast concrete works

- Manufacture of precast concrete products
- Supply and installation of precast concrete products



## M&E engineering services

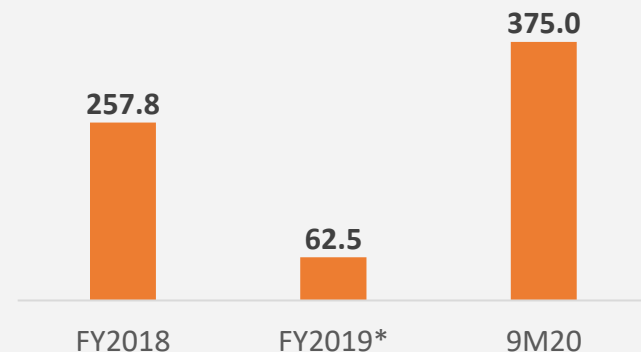
- Design, supply and installation of M&E engineering systems in:
  - ✓ Industrial
  - ✓ Residential
  - ✓ Commercial buildings

# Expanding orderbook with various external construction and engineering projects... AME

## Construction & Engineering Services Orderbook Breakdown (as at 31 December 2019)

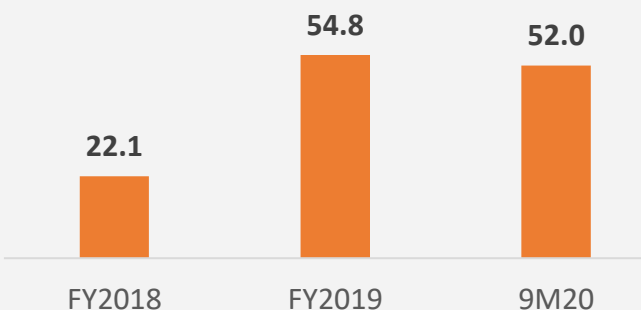
Description of Projects	Location	Commencement Date (CY)	Completion Date (CY)	Total Contract Value (RM'm)	Remaining Contract Value (RM'm)
<b>Construction Services</b>					
A single-storey warehouse and a two-storey factory unit and warehouse with a six-storey office block	Selangor	3Q 2019	2Q 2021	282.9	267.0
<b>Engineering Services</b>					
Precast works for a residential flat development comprising two blocks of apartment	Singapore	3Q 2018	2Q 2020	31.1	15.7
Precast works for train depot expansion	Singapore	2Q 2019	3Q 2021	17.4	16.0
Others	-	-	-	119.4	49.8
<b>Total</b>				<b>450.8</b>	<b>348.5</b>

## Orderbook Replenishment (Construction)



\* In tandem with greater emphasis on industrial property development activities and roll-over of outstanding orderbook from previous financial year

## Orderbook Replenishment (Engineering)







# Property Investment & Management Services



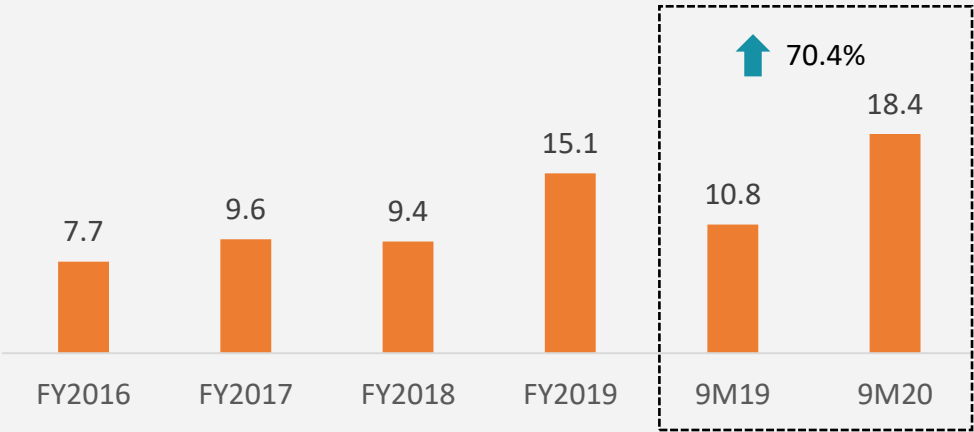
# Leasing of industrial property assets part of integrated solutions to global companies... contributing to stable and recurring income for AME

## Property Leasing

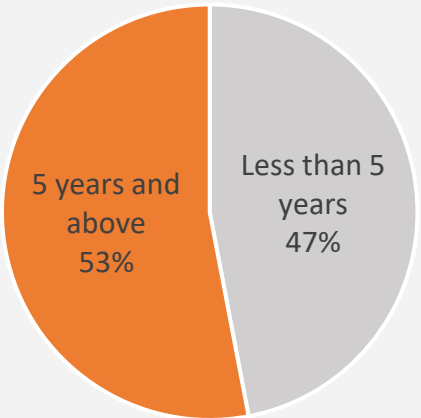
- Leasing of industrial properties
- Recurring income generated through regular payments made under leasing agreements



## Property Leasing Revenue



## Tenure of 34 Tenanted/Leased Units



Note: Figures as at 31 December 2019



# Integrated workers' dormitories at i-Parks highly demanded...



i-Park@Indahpura

<b>Capacity</b>	3,206 beds
<b>No. of units/beds</b>	229 units (max. 14 beds each)
<b>Avg. size per unit</b>	881.5 sq ft
<b>Commenced</b>	Phase 1 - January 2014 Phase 2 - April 2015
<b>Term of tenancy</b>	1 – 5 years
<b>Avg. rental per unit</b>	RM2,475 per month
<b>Occupancy rate</b>	86%

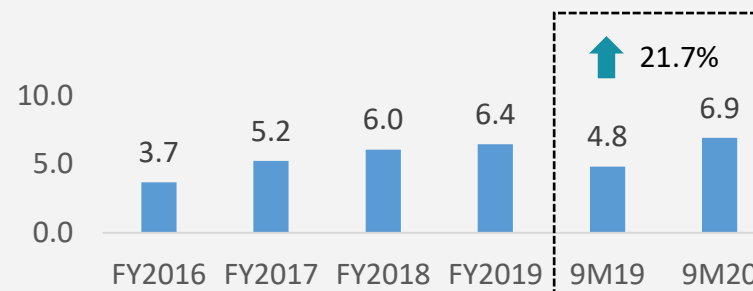
Note: Figures as at 31 December 2019



## Rental of Workers' Dormitories

- Workers' dormitories rented to customers and tenants of industrial parks as accommodation for workers
- Management and maintenance of the dormitories are also provided

Revenue from Rental of Workers' Dormitories (RM'm)



i-Park@Senai Airport City

<b>Capacity</b>	2,572 beds
<b>No. of units/beds</b>	1) Type 1: 170 units (max. 14 beds each) 2) Type 2: 16 units (max. 12 beds each)
<b>Avg. size per unit</b>	1) Type 1: 1,161.5 sq ft 2) Type 2: 841.9 sq ft
<b>Commenced</b>	Phase 1 - May 2019 Phase 2 - July 2019
<b>Term of tenancy</b>	1 – 3 years
<b>Avg. rental per unit</b>	1) Type 1: RM2,633 2) Type 2: RM2,322
<b>Occupancy rate</b>	74%





# Financial Performance

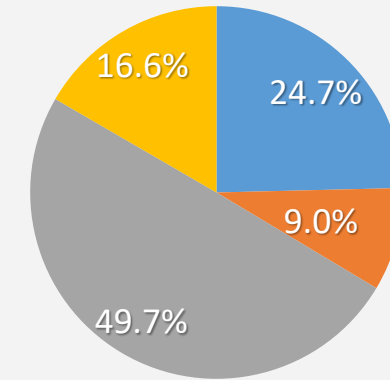


# 3Q20 performance largely unchanged due to timing of projects, one-off listing expense and higher tax... 9M20 PATMI surges on growth across all segments

## Key Highlights

	3Q20 (RM'm)		YoY Change	9M20 (RM'm)		YoY Change
Revenue	106.1	▲	1.1%	282.3	▲	4.6%
PBT	20.7	▲	3.5%	68.5	▲	61.6%
PATMI	14.8	■	(0.1%)	49.0	▲	55.1%

## Revenue by Segment

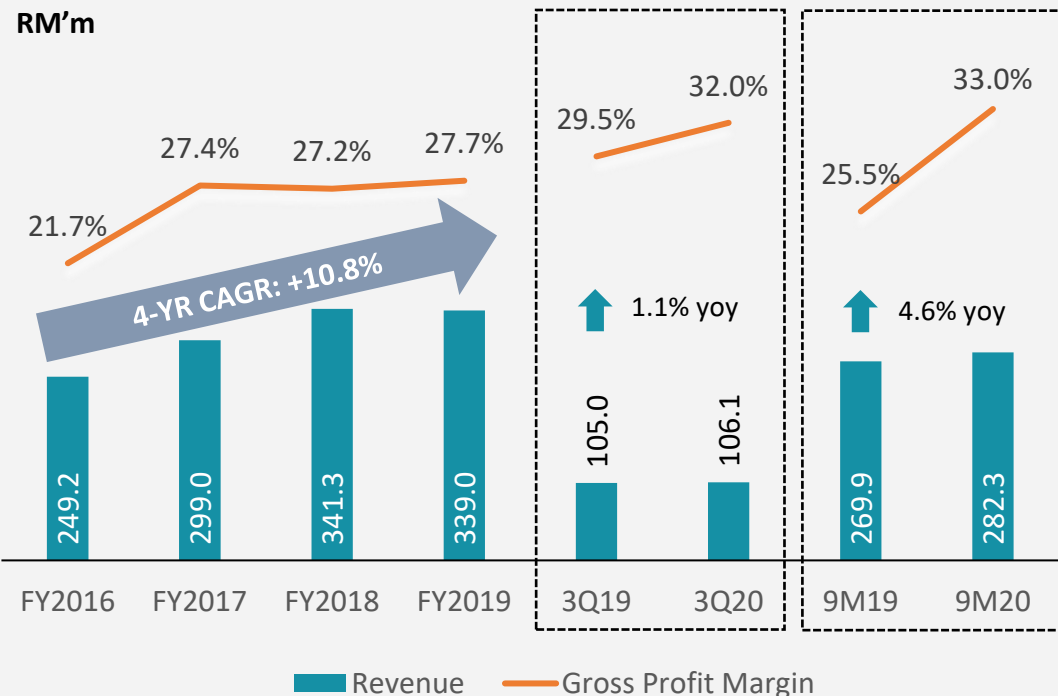


9M20

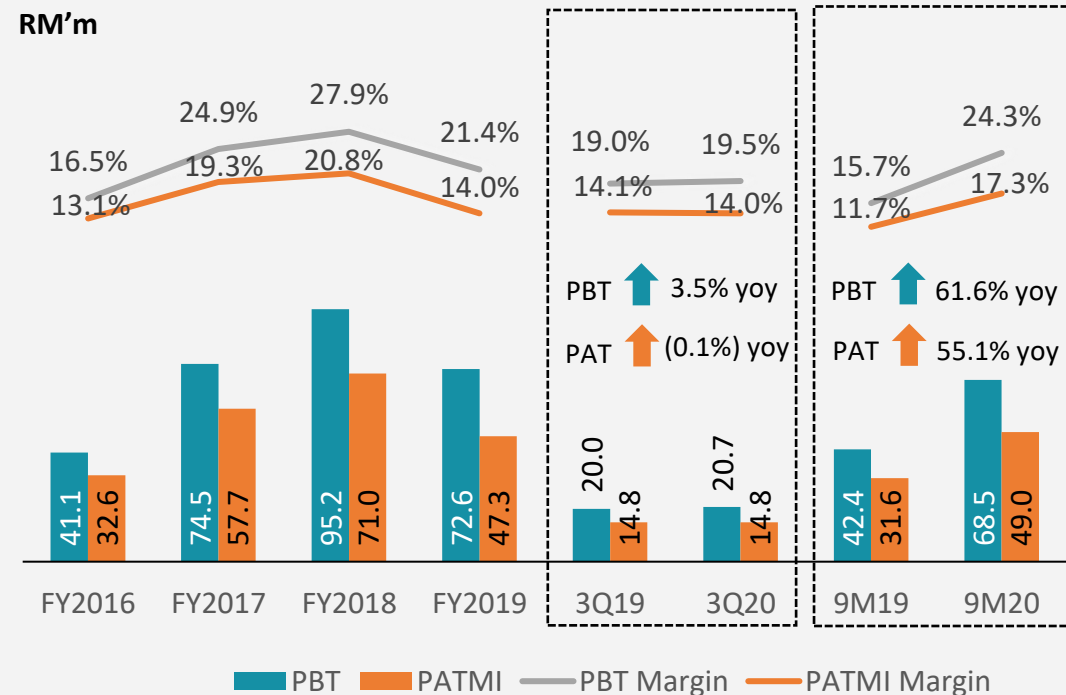
- Industrial Park Development
- Property Investment & Management Services
- Construction Services
- Engineering Services

# 9M20 group performance on firm uptrend...

## Revenue and Gross Margin



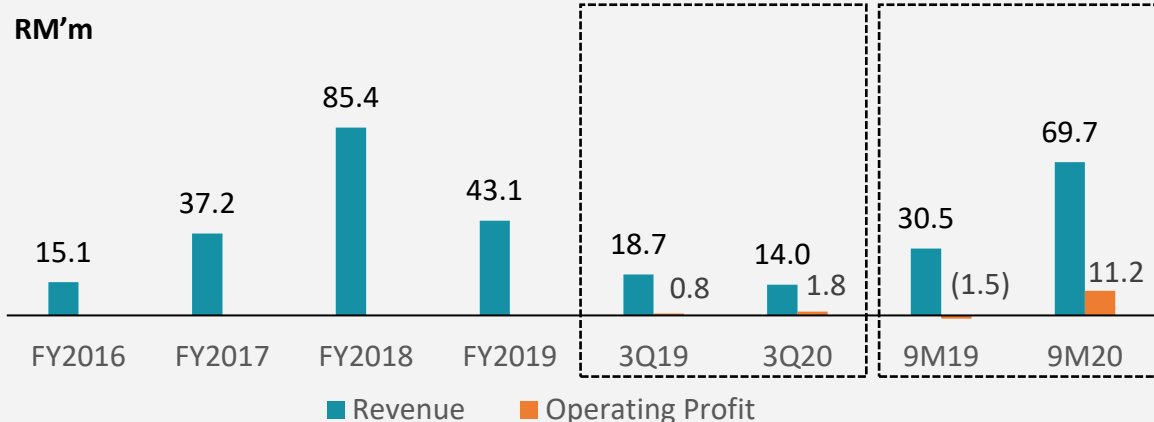
## Profit and Margins



- 9M20 higher profits due to several factors:
  - Stronger sales of industrial properties and commercial shop lots, as well as increased rental income
  - RM5.3 million of fair value gains on investment properties net of share of minority interest and tax
  - Share of profit from joint venture amounting to RM4.9 million



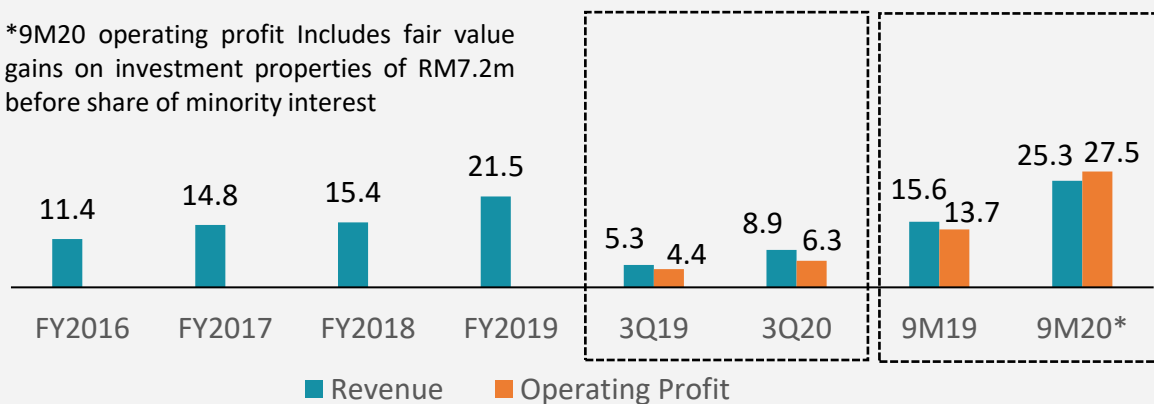
## Property Development



- 3Q20 revenue ↓ 25.3%, operating profit ↑ 115.8%
- 9M20 revenue ↑ 129.0%, operating profit ↑ 834.4%
- Higher revenue recognition from industrial properties and commercial shop lots

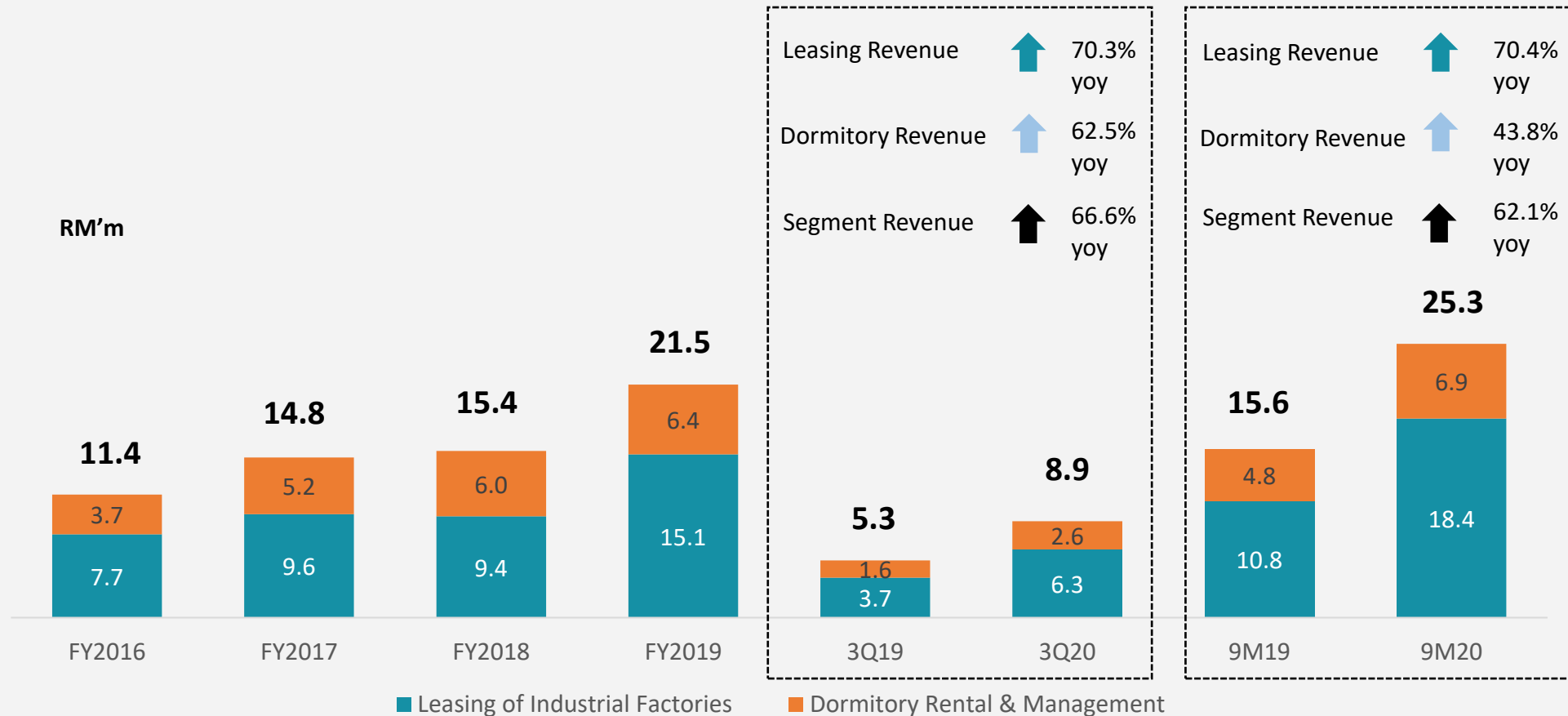
## Property Investment & Management Services

\*9M20 operating profit Includes fair value gains on investment properties of RM7.2m before share of minority interest



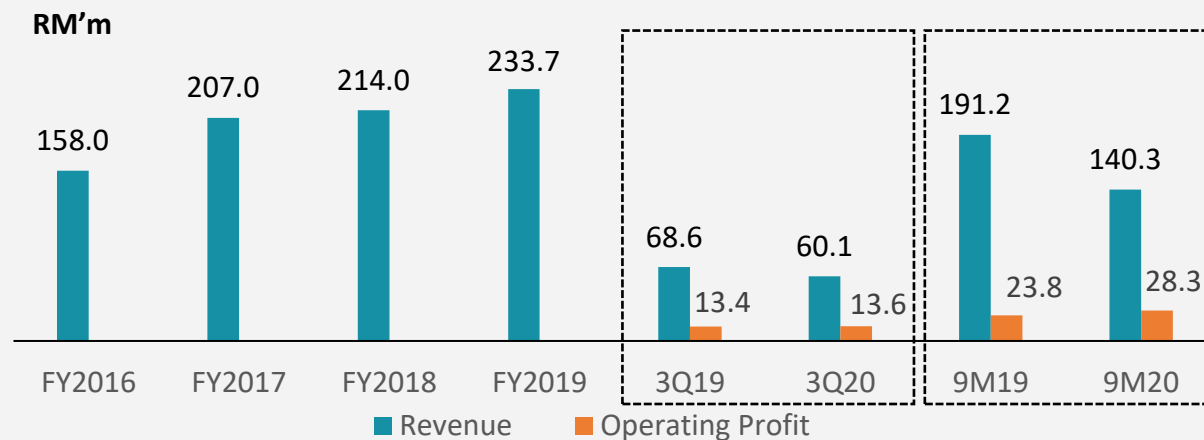
- 3Q20 revenue ↑ 66.6%, operating profit ↑ 44.2%
- 9M20 revenue ↑ 62.1%, operating profit ↑ 100.0%
- Additional factory units leased and higher rental income from workers' dormitories

## Revenue Breakdown of Property Investment & Management Services Segment



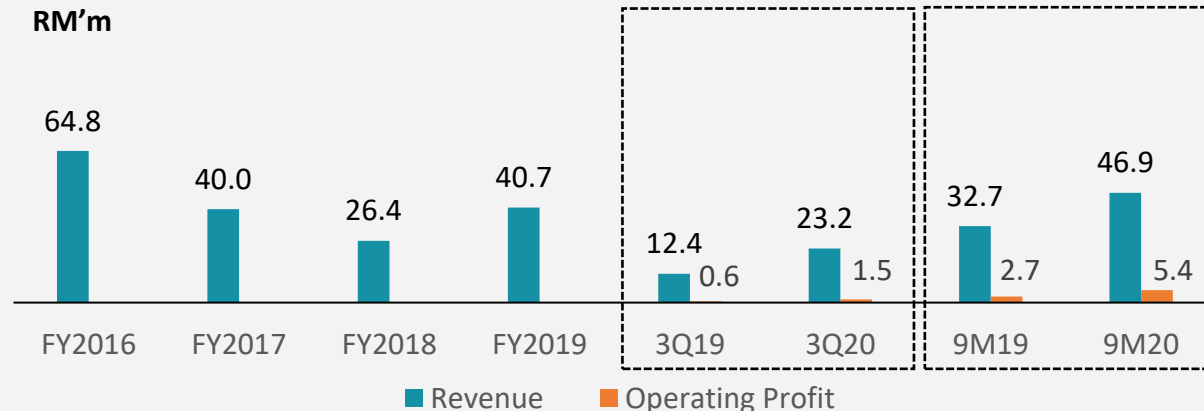


## Construction Services

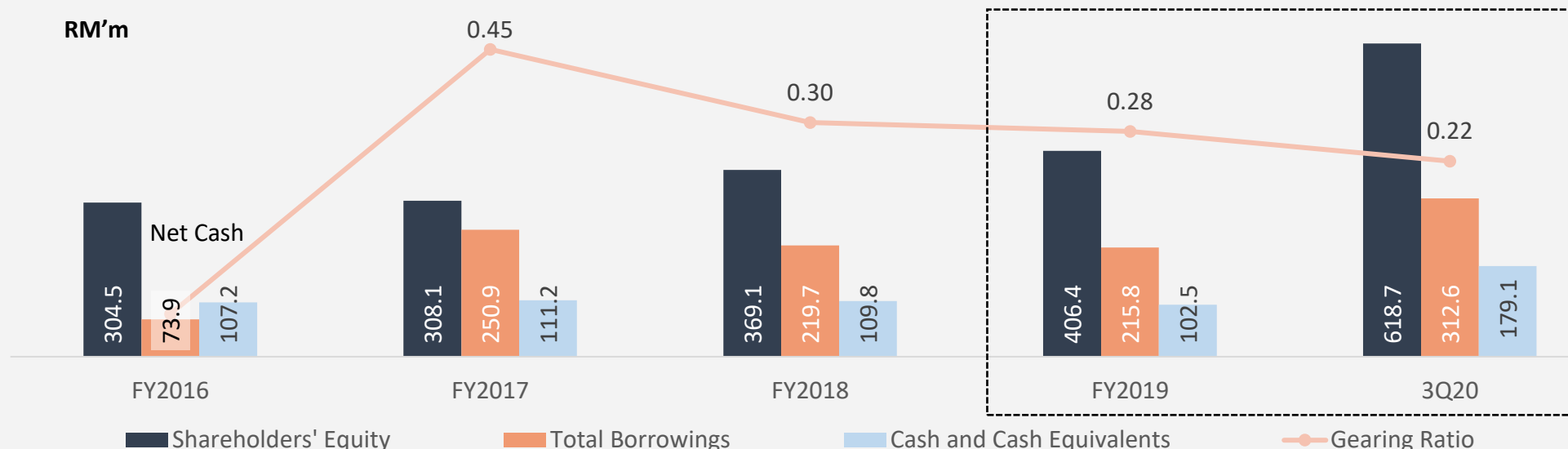


- 3Q20 revenue ↓ 12.4%, operating profit ↑ 1.3%
- 9M20 revenue ↓ 26.6%, operating profit ↑ 19.2%
  - Lower revenue due to the timing of construction projects, with newly-secured projects at initial stage
  - New construction projects with higher profit margins offset decrease in revenue

## Engineering Services



- 3Q20 revenue ↑ 87.1%, operating profit ↑ 155.9%
- 9M20 revenue ↑ 43.6%, operating profit ↑ 101.6%
  - Higher revenue from steel engineering and precast concrete, as well as mechanical and engineering works
  - Profit growth driven by higher profit margins for mechanical and engineering works



	FY2016 (RM' m)	FY2017 (RM' m)	FY2018 (RM' m)	FY2019 (RM' m)	3Q20 (RM' m)
Current Assets	324.0	511.3	487.3	475.1	707.9
Non-Current Assets	196.9	285.2	370.2	418.3	474.0
Current Liabilities	143.1	237.1	252.0	242.4	220.0
Non-Current Liabilities	73.3	232.0	209.8	214.3	309.0
Shareholders' Equity	304.5	308.1	369.1	406.4	618.7
Net Gearing	Net Cash	0.45	0.30	0.28	0.22



# Increasing investment properties providing enhanced value and growth...

	As at 31 March No. of units			As at 31 December 2019	
	2016	2017	2018	2019	3Q20
Investment properties <sup>(1)</sup>					
- i-Park@SiLC	3	3	3	3	3
- i-Park@Indahpura	5	8	8	8	8
- District 6	1	2	2	2	2
- i-Park@Senai Airport City	-	12	14	14	14
<b>Total investment properties</b>	<b>9</b>	<b>25</b>	<b>27</b>	<b>27</b>	<b>27</b>
Inventory units <sup>(2)</sup>					
- i-Park@Indahpura	8 (3 leased)	4 (3 leased)	4 (4 leased)	4 (4 leased)	4 (4 leased)
- District 6	5	4	4	4	4 (1 leased)
- i-Park@Senai Airport City	-	-	1 (1 leased)	7 (3 leased)	9 (4 leased)
<b>Total inventory units</b>	<b>13</b>	<b>8</b>	<b>9</b>	<b>15</b>	<b>17</b>
Workers' dormitories					
- i-Park@Indahpura	1	1	1	1	1
- i-Park@Senai Airport City	-	-	-	1	1
<b>Total workers' dormitories</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>2</b>	<b>2</b>
<b>Total units</b>	<b>23</b>	<b>34</b>	<b>37</b>	<b>44</b>	<b>46</b>
	<b>Valuation (RM'm)</b>				
Investment properties (market value)	84.36	171.85	237.00	278.80	334.07 <sup>(3)</sup>
Inventory units (cost)	66.19	48.95	55.35	85.52	102.58
Workers' dormitories (cost)	26.05	25.59	25.42	57.64	60.00
<b>Total</b>	<b>176.60</b>	<b>246.39</b>	<b>317.77</b>	<b>421.96</b>	<b>496.65</b>

Note:

1. Being investment properties held for lease
2. Being completed properties held for sale
3. Includes addition of land in i-Park@Senai Airport City (Phase 3) and ongoing construction of free industrial zone warehouse

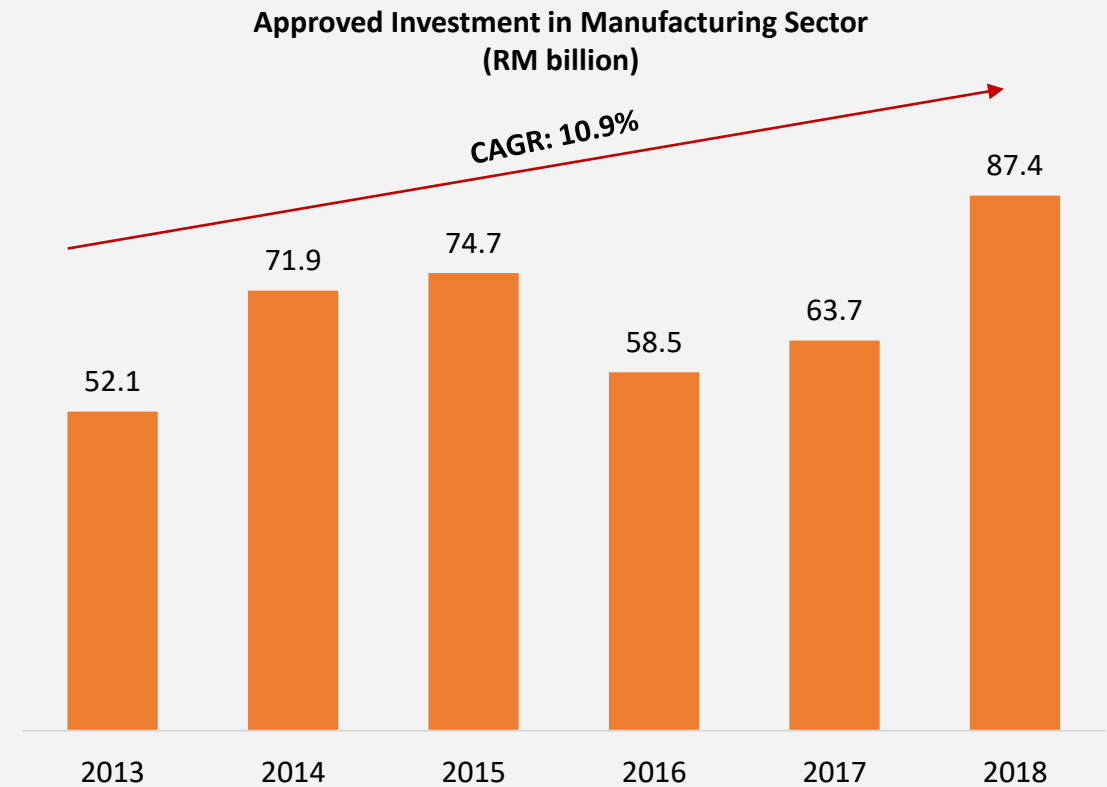
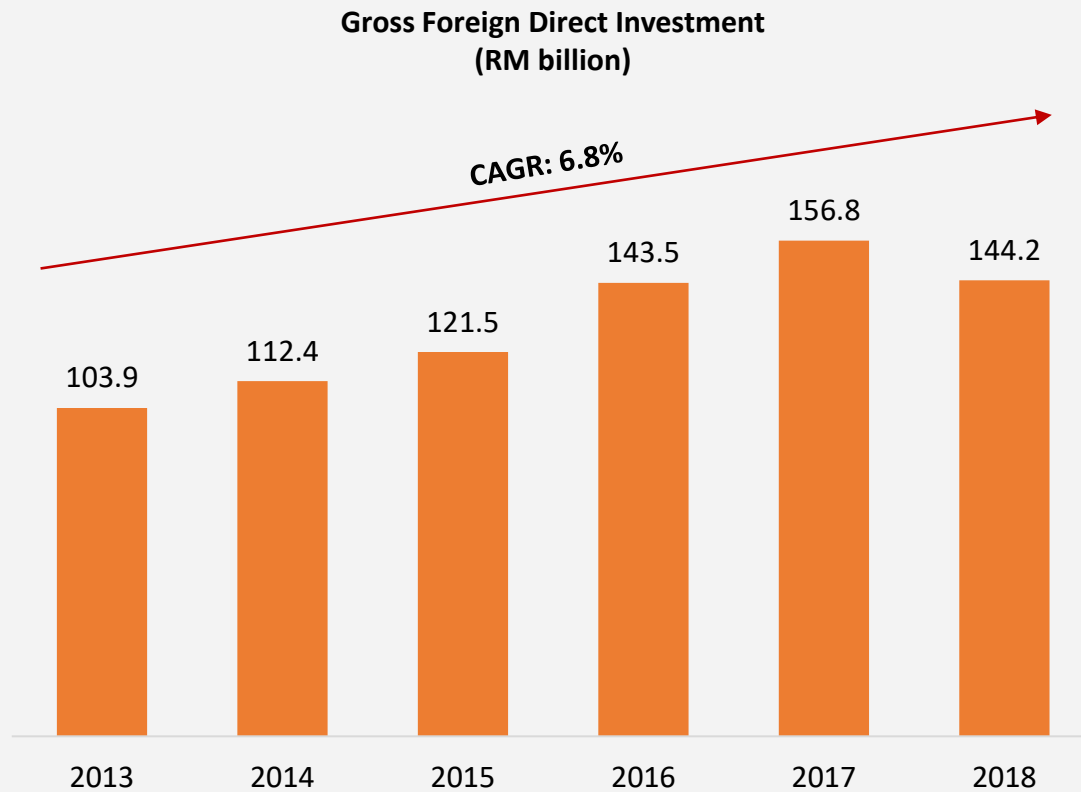
## INVESTMENT PROPERTIES, INVENTORY UNITS & WORKERS' DORMITORIES



# Industry Outlook



- ✓ Malaysia is seeing a resurgence in manufacturing investments and FDI
- ✓ New government pushing FDI and manufacturing as growth engines
- ✓ Industrial space forms the backbone for every capacity expansion



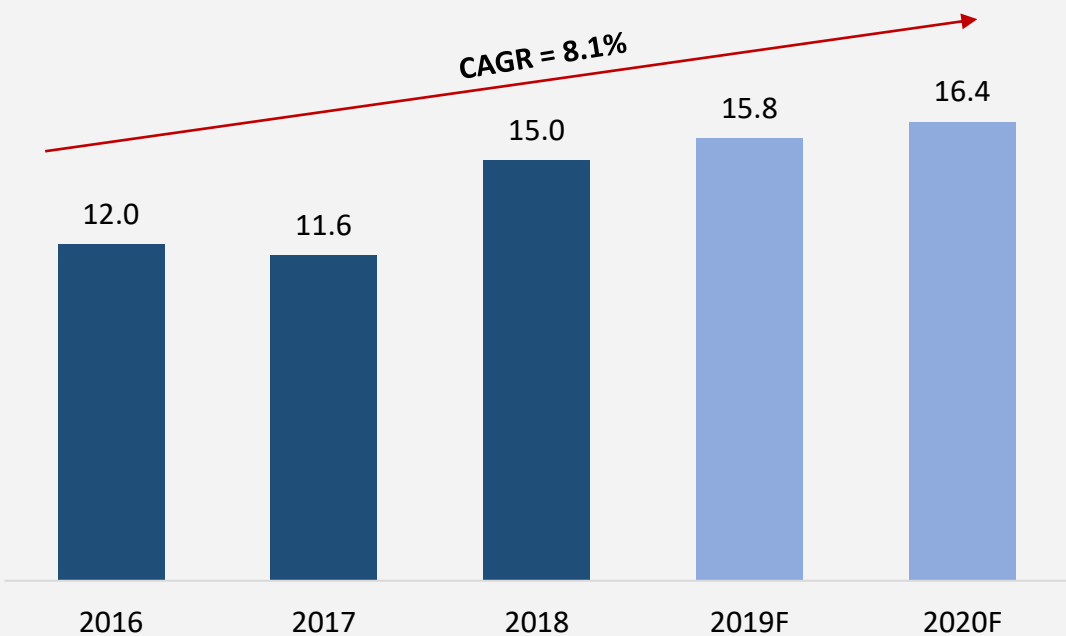
Source: Malaysia Investment Development Authority (MIDA)

# Upward trend of total industrial property transactions complements expansion plans to other states...

## Expansion opportunities outside Johor

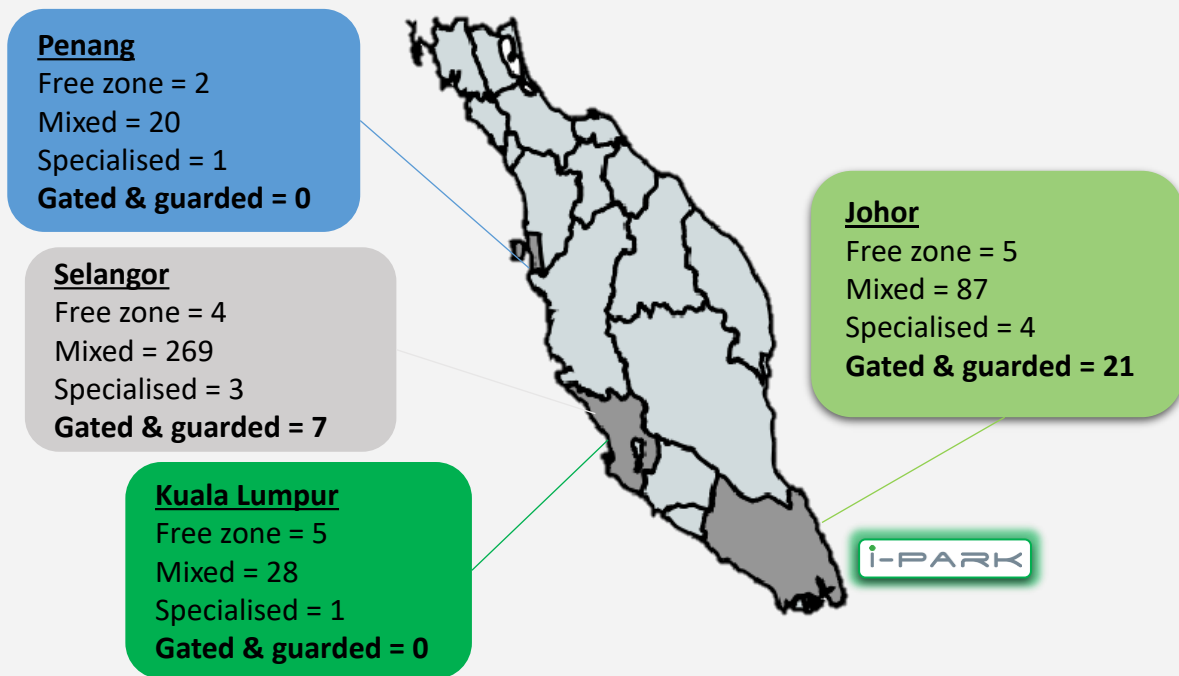
- ✓ Untapped market – large industrial states (Penang, Selangor) have not seen the type of integrated gated & guarded industrial parks developed by us
- ✓ We focus on industrial parks, not business parks (like other developers)

Total Value of Industrial Property Transactions (RM billion)



Source: National Property Information Centre, SMITH ZANDER

Industrial Parks in Selected Peninsular States



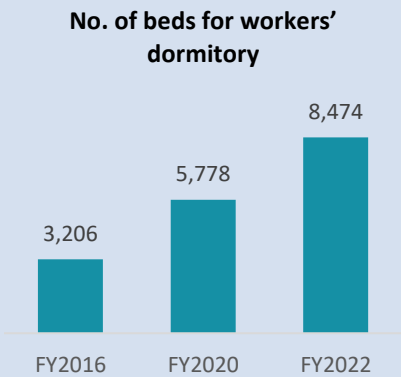
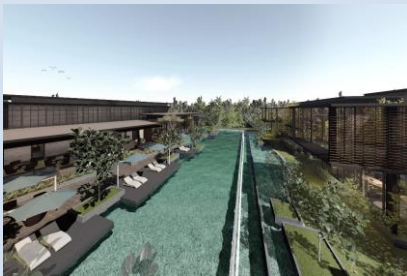
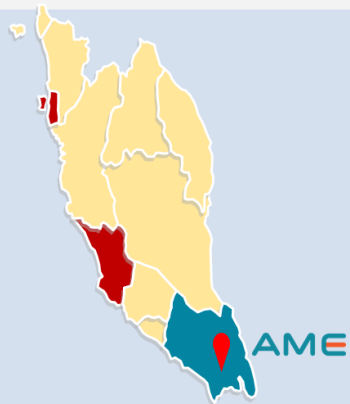
Source: Economic Planning Unit, Malaysian Investment Development Authority (“MIDA”), State Development Corporation, SMITH ZANDER





# Growth Strategies

# Attracting more MNCs to enhance status as a leading player in industrial parks & construction of industrial facilities...



Complete the development of ongoing industrial park projects and increase our portfolio of industrial properties in Johor

Acquiring new landbanks and embarking on potential joint ventures to replicate industrial park business model in other states of Peninsular Malaysia

Enhancing attractiveness and competitiveness of industrial parks (new clubhouse, networking platform for business executives)

Expanding precast concrete production capacity via new facility to meet growing demand

Enhancing portfolio of workers' dormitories by increasing capacity, providing transportation arrangements, food catering, medical provisions, etc.



# Majority of proceeds to be utilised to expand burgeoning property development segment...

Purposes	RM'000	%	Actual utilisation as at 31.12.19 (RM'000)	Balance unutilised as at 31.12.19 (RM'000)	Estimated time frame for utilisation (from listing on 14 Oct 2019)
I. Future industrial property development and investment projects including land acquisitions and joint ventures	69,050	62.2	-	69,050	Within 36 months
II. Working capital for i-Park@Senai Airport City development project	23,000				
• Partially fund construction of clubhouse	9,000				
• Payment to external consultants and contractors to commence development of Phase 3	12,000	20.7	-	23,000	Within 12 - 36 months
• Marketing expenses	2,000				
III. Complete the expansion of precast concrete fabrication capacity	9,000	8.1	-	9,000	Within 12 months
IV. Estimated listing expenses	10,000	9.0	8,656	1,344*	Within 6 months
<b>Total</b>	<b>111,050</b>	<b>100.0</b>	<b>8,656</b>	<b>102,394</b>	

\*As the actual listing expenses incurred is lower than the estimated amount of RM10.0m, the balance will be used for working capital for i-Park@Senai Airport City





# Investment Merits & Valuation



Integrated construction & engineering capabilities

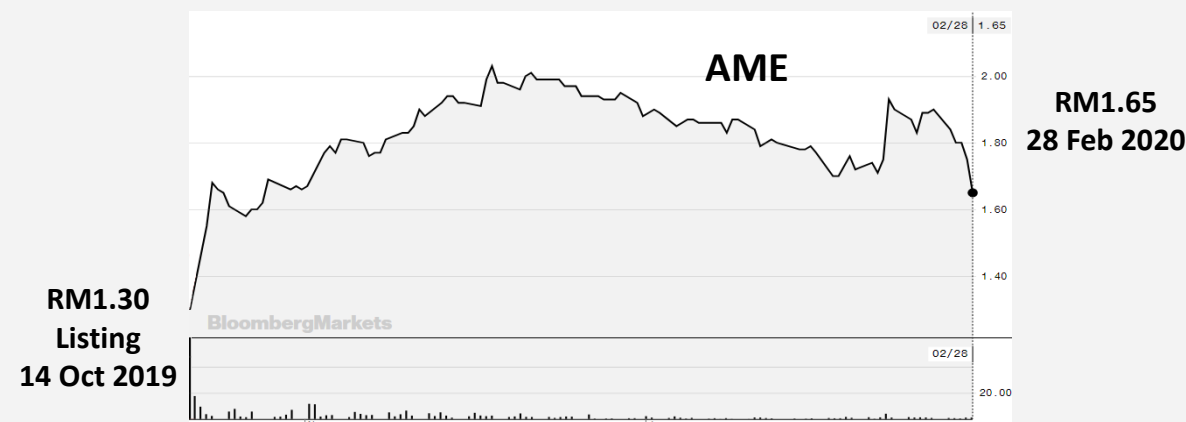
Niche specialisation in developing and managing industrial parks

Experienced management team with in-depth industry know-how

Beneficiary of US-China trade tensions

## Share Price Performance

14-Oct 2019 to 28-Feb 2020



## Valuations @ 28 February 2020

Share Price (RM)	1.65
Market Cap (RM 'm)	704.7
P/E (ttm)	10.9
P/B	1.1

## Dividend Policy:

To distribute dividends of at least 20% of net profit attributable to our Shareholders less fair value gain on investment properties

# Thank You





## IR Contacts:

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- Mr. Terence Loo  
[terence@aquilas.com.my](mailto:terence@aquilas.com.my)





# Appendix

			
<b>Kelvin Lee Chai</b> <b>Group Managing Director</b>	<b>Simon Lee Sai Boon</b> <b>Executive Director</b>	<b>Lim Yook Kim</b> <b>Executive Director</b>	<b>Kang Ah Chee</b> <b>Executive Director</b>
<ul style="list-style-type: none"><li>• Appointed as Group MD on 27 August 2018</li><li>• 35 years of experience in construction</li><li>• 8 years of experience in property development</li></ul>	<ul style="list-style-type: none"><li>• Appointed as Executive Director on 27 August 2018</li><li>• 25 years of experience in construction</li><li>• 8 years of experience in property development</li></ul>	<ul style="list-style-type: none"><li>• Appointed as Executive Director on 27 August 2018</li><li>• 45 years of experience in construction</li><li>• 8 years of experience in property development</li></ul>	<ul style="list-style-type: none"><li>• Appointed as Executive Director on 27 August 2018</li><li>• 47 years of experience in construction</li><li>• 8 years of experience in property development</li></ul>





**Expertise in construction and engineering services**



**Recurring income from rental of workers' dormitories and leasing option at industrial parks**



**Provider of a comprehensive suite of industrial solutions**



**Experienced and hands-on management team**



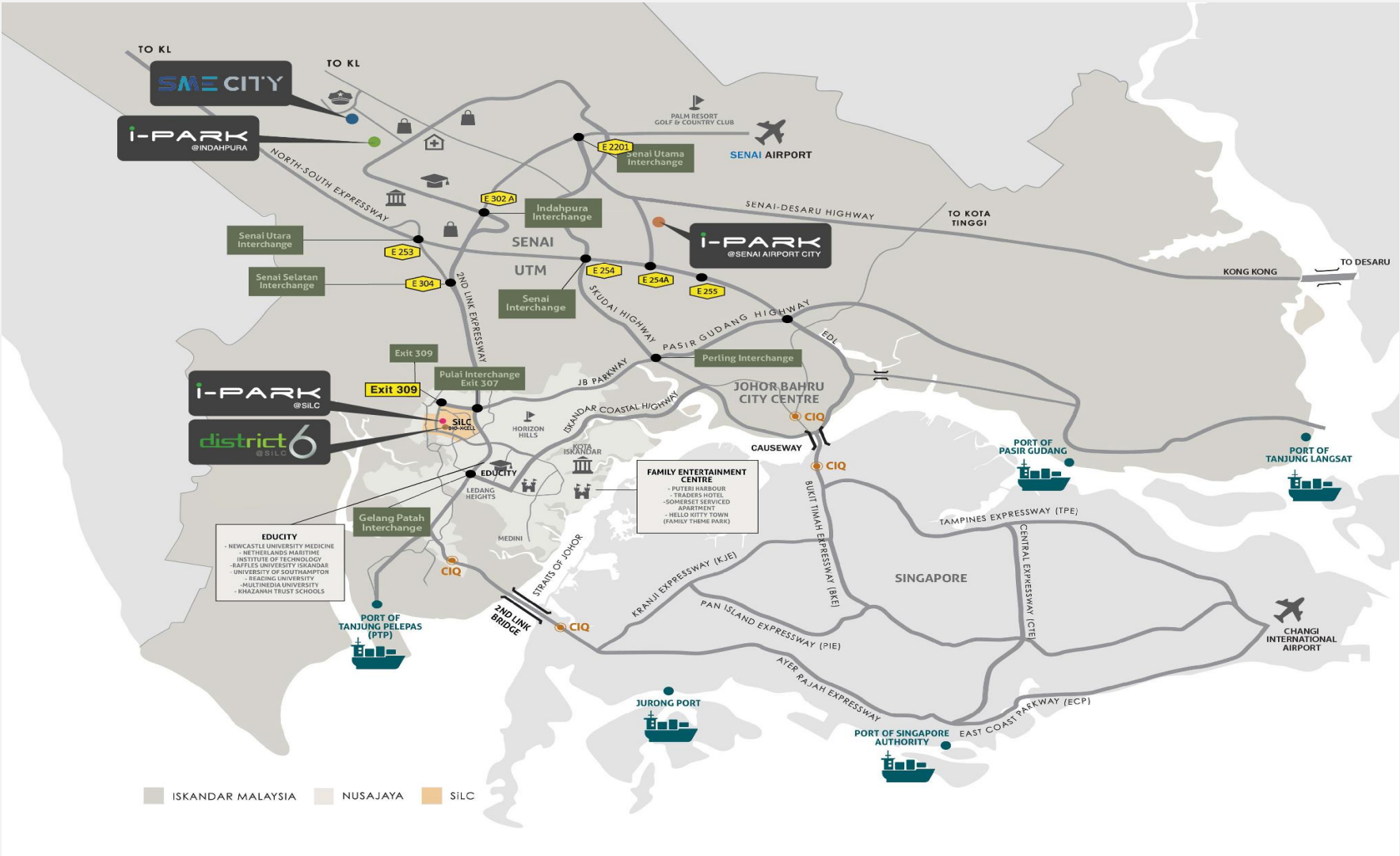
**Possess the capability and credentials to replicate business model outside Johor**



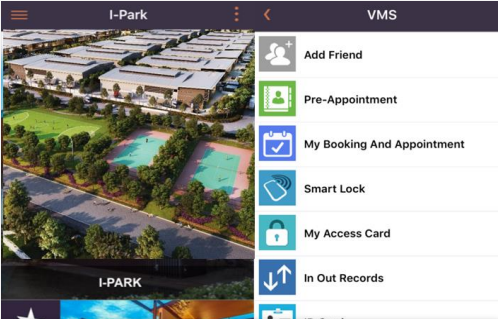
**Proven track-record of attracting businesses and investments and providing desirable amenities at industrial parks**



# Strong presence in key industrial areas in Johor...



# Attractive world-class amenities promote safety and work-life balance for next-generation enterprises...



Smart Community Application



RFID Sticker Access



i-Park's Recreational Park



Gym & Sports Centre



Games Court



Swimming Pool

## Functionality, Sustainability and Practicality

**Sustainable and Well-managed Industrial Park**



Speedy Delivery



Fibre Optic High Speed Broadband



GBI Standards

**Multi-tiered Security System**



24 Hours Gated & Guarded Security System



Perimeter Fencing with CCTV Surveillance

**High Flexible and Functional Industrial Building**



Ready-Built & Built-to-Suit



Natural Gas Availability

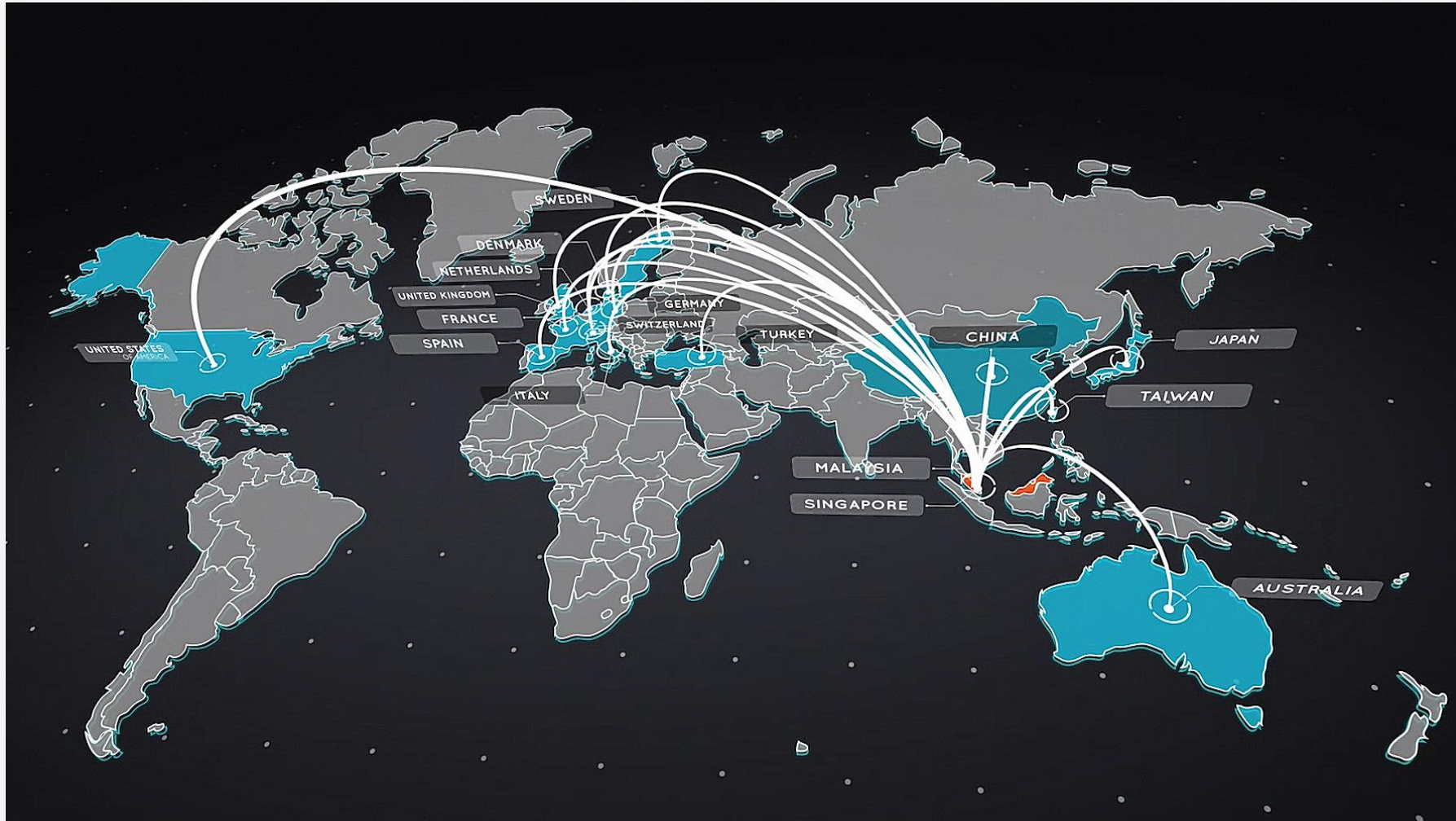


Ample of Electric & Water Supply



Workers Dormitories









## i-PARK @SiLC

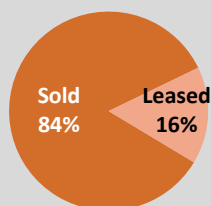


### Overview: i-Park@SiLC

- AME's 1<sup>st</sup> industrial park development project
- Gated & guarded industrial park
- Well-managed landscaping at common areas
- 100% owned by AME Group
- Total GDV: RM80 million

### Description of Units

- 18 units ½ storey semi-detached factories (ready-built)
- 1 unit 1½ storey detached factory (customised)



## district6 @SiLC

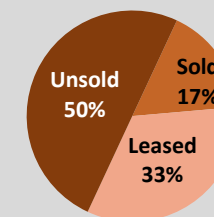


### Overview: District 6

- Row of industrial buildings, comprising detached factory units built with modern architecture design
- 100% owned by AME Group
- Total GDV: RM86 million

### Description of Units

- 6 units single-storey detached factories with adjoining 3 storey offices



Note:

Figures as at 31 December 2019

## i-PARK @INDAHPURA



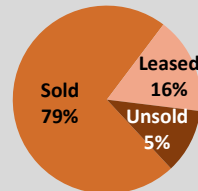
Phase 1 & 2

### Overview: i-Park@Indahpura (Phase 1 & 2)

- AME's 2<sup>nd</sup> i-Park development
- Built with 5 blocks of workers' dormitories
- An award-winning industrial park
- 100% owned by AME Group
- Total GDV: RM600 million

### Description of Units

- 18 units ½ storey semi-detached factories (ready-built)
- 27 units ready-built 1 acre 1½ storey detached factory
- 14 units of ready-built 2 acres 1½ storey detached factory
- 3 plots for future customised industrial development



## SME CITY



### Overview: SME City

- Ready-built units with modern architecture design
- Mainly catering towards SME businesses
- Green landscaping around the industrial park
- 50%/50% owned by AME Group & Axis IE Sdn Bhd
- Total GDV: RM192 million

### Description of Units

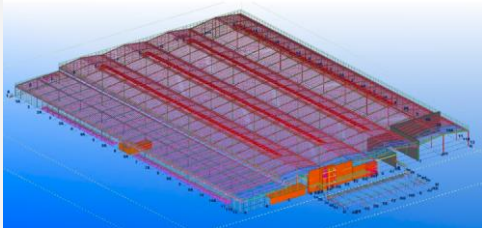
- 15 units of ready-built 1½ storey detached factories
- 34 units of ready-built 1½ storey semi-detached factories
- 36 units of ready-built 1½ storey cluster factory
- 1 plot for future commercial development



Note:  
Figures as at 31 December 2019



Pali Senai Sdn Bhd

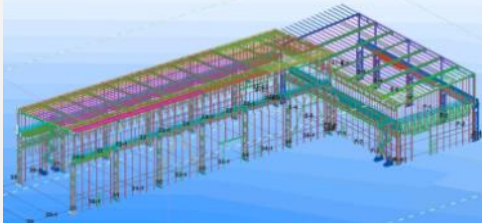


Completion	November 2016
Total weight	1,750 tons
Max height	16m

Bahru Stainless Sdn Bhd



Rack system, electrical room, ANP, bay structure, etc.



	Phase 1	Phase 2
Completion	June 2011	July 2012
Total weight	2,960 tons	4,210 tons
Max height	25m	25m

AME Development Sdn Bhd



i-Park@Indahpura



i-Park@SiLC



IBP@SiLC



District 6@SiLC



i-Park@Senai Airport City

- Project period: 2011 – to date
- Single & double-storey twin factories, warehouses, mezzanine floor office





**i-PARK**  
@INDAHPURA

- Walking distance to workplace
- Reduce cost of workers' transportation
- Covered walkway between i-Park and worker's dormitories
- Increase productivity
- Safe & secure environment
- Healthy living
- Reduced social problems



**Biometric Security System**



**Covered Pedestrian Walkway**



**Canteen**



**Convenience Store**



**Cashless Payment Method**



**Clinic & First Aid Room**



**Bicycle Stand**



**Mobile Phone Store**



**Multi Purpose Hall  
& Vending Machine**



**Automated Laundry Shop**



**Ladies Park**



# Second workers' dormitory equipped with more comprehensive amenities...



A well-managed workers' dormitories will improve the productivity of workers as well as to reduce social related problems.

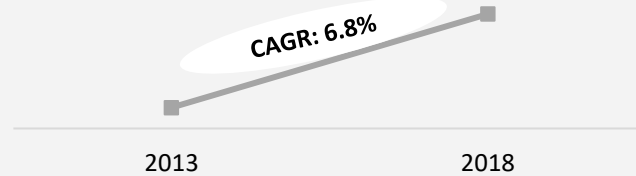
- Walking distance to workplace
- To provide a safe & secure environment
- To ensure healthy-living
- To offer convenience
- First three blocks completed in March 2019
- Another two blocks completed in June 2019





## Growth in manufacturing sector

### Manufacturing's GDP contribution (RM billion)



### Investments in manufacturing sector

2018 total approved investments	RM 87.4 bil
2018 FDI	RM 58.0 bil
Number of projects invested	721

## Well-developed infrastructure

### Malaysia has:



10 seaports



28 airports

handling incoming and outgoing containers and cargo

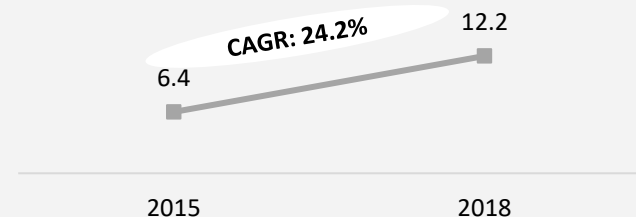


Johor as an attractive investment destination:

- ✓ Well-developed infrastructure
- ✓ Easy accessibility to major federal ports
- ✓ Strategic location

## Growth in e-commerce sector

### Retail e-commerce sales (RM billion)



- E-commerce growth to contribute to future demand for industrial property
- Warehouses and distribution centres are integral to e-commerce businesses

## Government economic plans

### Pengerang Integrated Petroleum Complex (PIPC)

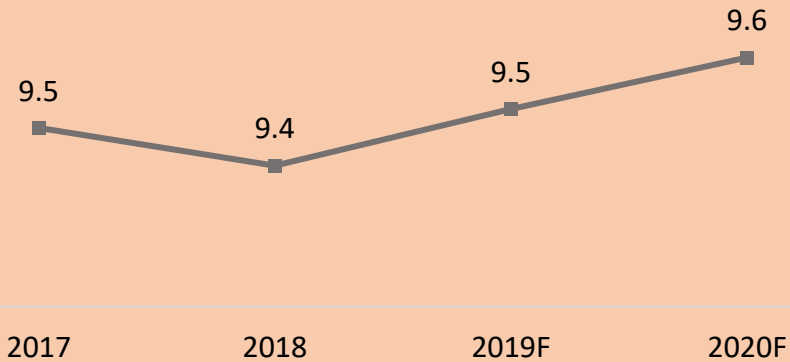
- ✓ Implementing 25 packages of infrastructure projects to encourage private investments in PIPC, Johor
- ✓ Total projects worth RM 2.5 bil

### National Policy on Industry 4.0

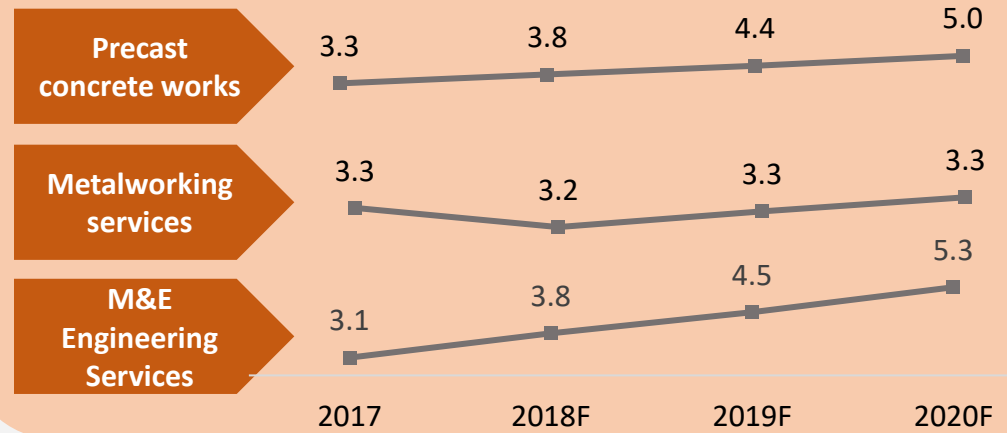
- ✓ Providing funding and incentives
- ✓ Ensuring supporting infrastructure
- ✓ Establishing framework
- ✓ Upskilling workforce
- ✓ Providing access to smart technologies

Source: SMITH ZANDER

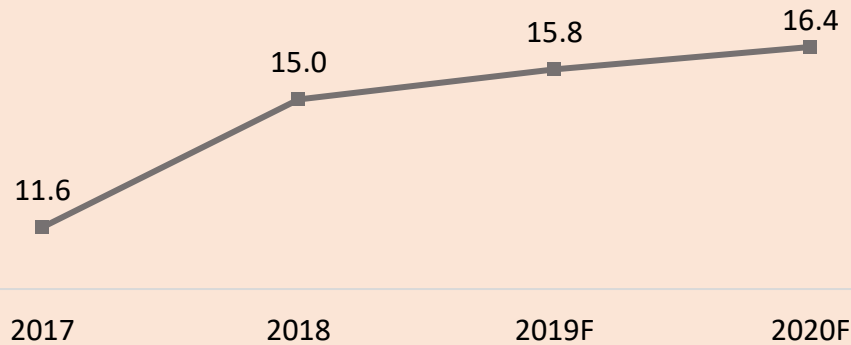
Value of industrial construction work done in Malaysia (RM'billion)



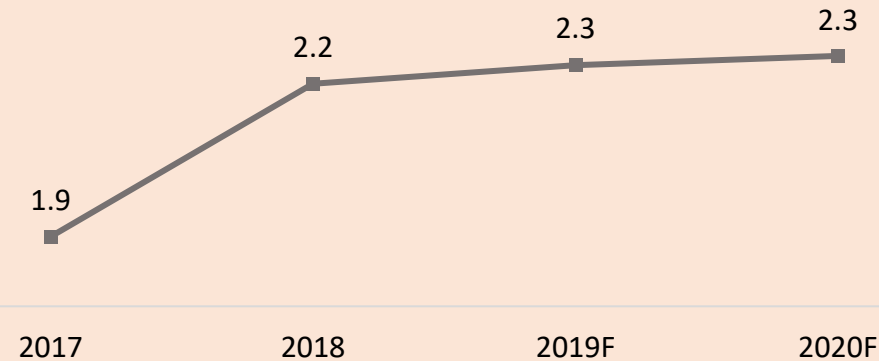
Value of engineering work done in Malaysia (RM'billion)



Value of industrial property transactions in Malaysia (RM'billion)



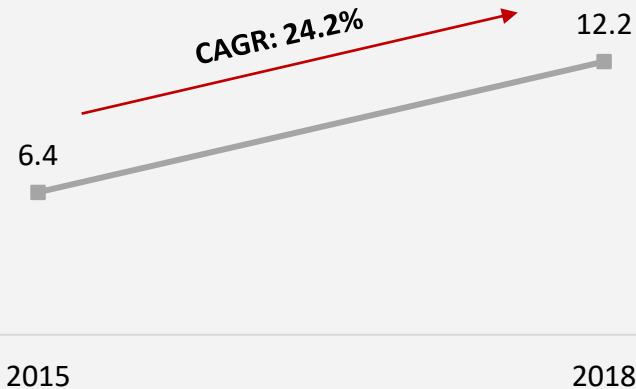
Value of industrial property transactions in Johor (RM'billion)



Source: National Property Information Centre, DOSM, SMITH ZANDER

## E-commerce and logistics are driving the demand for higher warehousing requirements

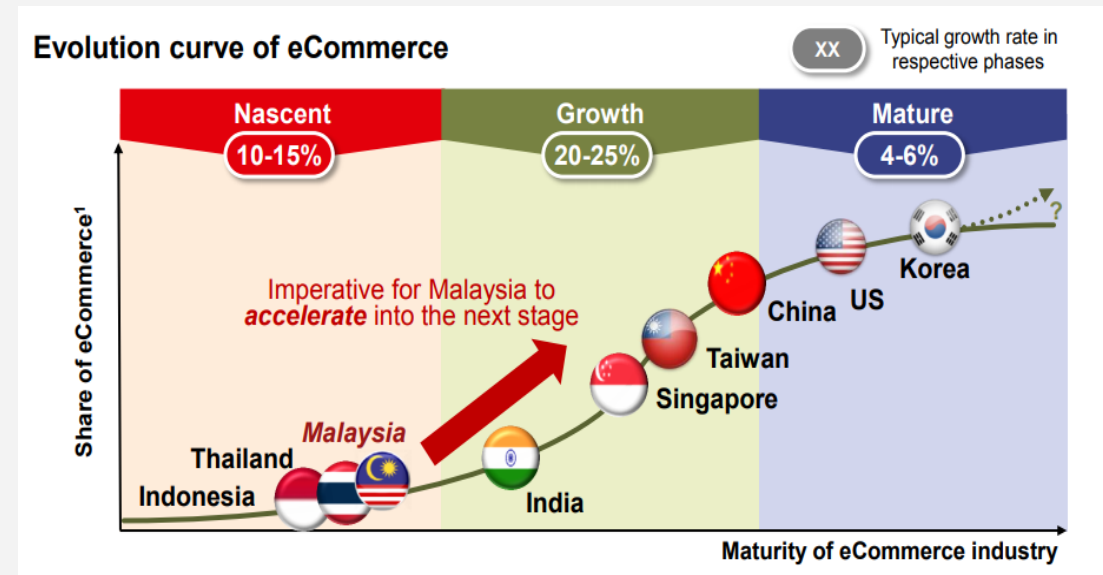
E-commerce sector growth  
(RM' billion)



- E-commerce growth to contribute to future demand for industrial property
- Warehouses and distribution centres are integral to e-commerce businesses

Source: SMITH ZANDER

Evolution curve of e-commerce



- “Malaysian eCommerce is now at an inflection point; growth can be accelerated with focused interventions”

Source: Presentation slides from MITI; 2012 – 2013 data from DOSM; 2014 – 2020 data from EPU, MDeC, Euromonitor, WorldBank, A.T. Kearney analysis



## 2019

Feb MIDA JB new director & KL Foreign Investment Promotion Division directors visit – i-Park@Senai Airport City  
Jul Iskandar Industrial Tour – i-Park@Senai Airport City  
Jul Lawatan Kerja Kementerian Pembangunan Perindustrian Dan Usahawan Sarawak (MIED Ke Johor – i-Park@Senai Airport City  
Oct Lawatan Delegasi Kerajaan Melaka – i-Park@Senai Airport City  
Nov Lawatan Dari Majlis Perbandaran Dungun Terengganu – i-Park@Senai Airport City

Nov Lawatan PBT OSC dan PLANMalaysia – i-Park@Senai Airport City  
Nov Lawatan Majlis Perbandaran Sepang – i-Park@Senai Airport City

## 2018

Feb Malaysia Digital Economy Corporation (MDEC) visit to i-Park@Senai Airport City  
Feb MMC Board of Directors visit to i-Park@Senai Airport City  
Mar Malaysian-German Chamber of Commerce and Industry (MGCC) visit to i-Park@Senai Airport City  
Apr Johor Corporation visit to i-Park@Indahpura & i-Park@Senai Airport City  
Jul Lawatan Kerja Pengerusi Jawatankuasa Perdagangan Antarabangsa, Pelaburan dan Utiliti Negeri Johor ke Majlis Perbandaran Kulai  
Jul Deputy Minister YB Dr Ong Kian Ming visit to i-Park@Senai Airport City  
Aug PDC visit to i-Park@Senai Airport City  
Sep Market and Industry Outlook Talk  
Oct Iskandar Halal Park visit to i-Park@Indahpura  
Oct MMC Media Visit – i-Park@Senai Airport City  
Oct Lawatan Teknikal Invest Selangor dan Majlis Daerah Kuala Langat ke Majlis Perbandaran Kulai – i-Park@Senai Airport City



MIDA KL (Foreign Investment Promotion Division)'s visit  
21.02.2019



MPKU & Invest Selangor's visit  
17.10.2018



Malaysian-German Chamber of Commerce & Industry (MGCC)'s visit  
29.03.2018



Penang Development Corporation (PDC)'s visit  
9.08.2018



Perbadanan Putrajaya's visit  
23.12.2017



Dewan Bandaraya KL ("DBKL")'s visit  
20.11.2017



Selangor Industrial Park  
Management Workshop visit  
9.03.2017



IRDA & the Korean National ICT Industry  
Promotion Agency ("NIPA") visit  
20.07.2016

## 2017

- Feb London Economist Journalist visit i-Park@Indahpura
- Mar Selangor Industrial Park Management Workshop visit i-Park@Indahpura
- Mar ZDF (German) TV Programme Shooting
- May UOB GST Talk at i-Park@Senai Airport City
- Jul SMCCI Business Mission to Johor at i-Park@Senai Airport City
- Nov Perbadanan Putrajaya visit to i-Park & i-Stay
- Nov Dewan Bandaraya KL ("DBKL") Taklimat dan Lawatan ke i-Park@Senai Airport City & i-Park@Indahpura
- Dec Perbadanan Putrajaya visit to i-Park & i-Stay

## 2016

- Feb Singapore Consulate-General of The Republic of Singapore in Johor Bahru) visit i-Park@Indahpura
- Feb Federation of Malaysian Manufacturers (FMM) visit i-Park@Indahpura
- Mar Joint Mission with MMC/Senai Airport City of Singapore Business Federation Business Mission to Johor, visit Senai Airport City
- Apr Majlis Pelancaran Pelan Pertumbuhan Strategik Negeri Johor at Educity Sports Centre
- Jul IRDA & the Korean National ICT Industry Promotion Agency ("NIPA") visit
- Jul Sambutan Hari Landskap Peringkat Negeri Johor 2016 di Hutan Bandar Putra, Kulai, Johor
- Aug Lawatan Kerja Jabatan Ketua Melaka – i-Park@Indahpura









Chinese New Year



Health Talk

## Recycle Day





# Well prepared to ensure health and safety of visitors and workers... enforcing precautionary measures amidst global COVID-19 outbreak

