POIC Lahad Datu: A Maritime Gateway To The East Region
(Regional Logistics, Trading and Industrial Investments)
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Presented by:
• Datuk Dr. Pang Teck Wai
• Lynette Jacqueline Hoo
• Dr. Lee Ming Tong
INTRODUCTION

• Acknowledgement

• Objective of Presentation
• POIC Lahad Datu in brief
• POIC Lahad Datu: maritime gateway to the East Region and heart of Regional Shipping Lane
• Investment opportunities at POIC Lahad Datu
• Government policy and investment incentives
• Concluding remarks
POIC Lahad Datu in Brief
POIC LAHAD DATU: LOCATION IN SABAH AND KEY ADVANTAGES

Deep Harbour (>20m)
**Background**

- Setup in January 2005
- Wholly owned by the state Government of Sabah
- 4,400 acres for industrial investments

**Functions**

- Catalyst – in spearheading the State industrialization agenda initially to add value to palm oil and palm biomass
- Provide basic and specialized infrastructure to lower the cost to doing business

**Aim**

- To create jobs and business opportunities
- To strengthen Sabah’s competitive edge for palm oil and others key sector (e.g. oil & gas, food and logistics)
- Bridge between private and public sectors in realizing industrial potentials
### LARGE AREA (4,400 ACRES) FOR INDUSTRIAL DEVELOPMENT

<table>
<thead>
<tr>
<th>Phase</th>
<th>Land Area</th>
<th>Activities</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>600</td>
<td>Liquid based, bulking, port &amp; logistics, supporting industries</td>
<td>Developed</td>
</tr>
<tr>
<td>2</td>
<td>550</td>
<td>Fertilizer, supporting industry, commercial, residential, port &amp; logistics</td>
<td>Developed</td>
</tr>
<tr>
<td>3A</td>
<td>413</td>
<td>Biomass, bio-refinery cluster, SMI, supporting industry, warehouse, port &amp; logistics</td>
<td>Developed</td>
</tr>
<tr>
<td>3</td>
<td>2,837</td>
<td>Bio-refinery, ship building &amp; repair, food, port &amp; logistics, SMI, commercial, supporting industry, petrochemical industries</td>
<td>Future development</td>
</tr>
</tbody>
</table>
**BASIC INFRASTRUCTURE**

**PIPE RACKS**
Provided to connect to investors' lots within Phase 1 to the liquid jetty

**WATER**
3 Million Gallons (11.35M litres) in Permastore Tanks

**OIL INTERCHANGE**
Located within our liquid terminal with boiler and air compressor facility

**TELECOMMUNICATIONS**
Underground cabling system
Provided by Telekom Malaysia (TM) within the whole POIC area

**ELECTRICITY**
Double Circuit Underground cabling system
Electricity supply up to 50MW at least one ring of 11kV underground cabling circuit running along lot frontage

**PIPELINES**
Provided from interchange to berth
POIC LAHAD DATU PORT: NATURAL SHELTERED DEEP SEA PORT (>20 meters)
POIC LAHAD DATU PORT: PORT FACILITIES

**Dry Bulk Terminal**
- Berth #1: Draught 12.0 m
- Berth #2: Draught 10.0 m
- Berth #3: Draught 12.0 m
- Conveyor on Gantry
- Un-Loader Crane

**Liquid Bulk Terminal**
- Berth 5, 6 & 7: Draught 15.0 m Max Vessel: 6,000 DWT
- Berth 3 & 4: Draught 12.0 m Max Vessel: 20,000 DWT
- Berth Length: 500 m

**Barge Berth**
- Berth 1 & 2: Draught 12.0 m Max Vessel: 10,000 DWT

**Container Terminal**
- PKE/PKS Warehouse
- Fertilizer Warehouse
World’s Largest Integrated Bio-Refinery Complex in the making

Genting Musim Mas Refinery Sdn Bhd
～600,000 MT, Refinery

SPC Biodiesel Sdn Bhd
～100,000 MT, Biodiesel

Genting Biodiesel Sdn Bhd
～240,000 MT, Metathesis Plant (Specialty Chemical)

Business Activities
- RBD Palm Oil, Olein
- Oleochemical - MES
- Specialty Chemical Olefins
- Saturated ME

Investment Value:
RM1.5 billion
Land Size: 103 acres

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# Largest Fertilizer Cluster in Malaysia

1.3 million MT Combined Capacity at POIC Lahad Datu

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Logo</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agrifert Malaysia</td>
<td><img src="image" alt="Agrifert Logo" /></td>
</tr>
<tr>
<td>Agri Borneo Fertilizers Sdn Bhd</td>
<td></td>
</tr>
<tr>
<td>Behn Meyer Agricare (M) Sdn Bhd</td>
<td><img src="image" alt="Behn Meyer Logo" /></td>
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<tr>
<td>Hextar Solutions Sdn Bhd</td>
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<tr>
<td>Felda Agricultural Services Sdn Bhd</td>
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<tr>
<td>Union Harvest (East Malaysia) Sdn Bhd</td>
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<tr>
<td>Sabah Softwood Hybrid Fertilizer Sdn Bhd</td>
<td><img src="image" alt="Sabah Softwood Logo" /></td>
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<tr>
<td>Perkasa Bahagia Sdn Bhd</td>
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<tr>
<td>Wilmar Fertilizer Malaysia Sdn Bhd</td>
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<td>Bulkchem Logistic Sdn Bhd</td>
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<tr>
<td>Sunnite Timur Sdn Bhd</td>
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<tr>
<td>Excelwin Biotech Sdn Bhd</td>
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</tbody>
</table>
Fertilizer Cluster

- Behn Meyer Agricare (M) Sdn Bhd
- Union Harvest (East Malaysia) Sdn Bhd
- Wilmar Fertilizer Malaysia Sdn Bhd
- Sabah Softwoods Hybrid Fertilizer Sdn Bhd
Fertilizer Cluster

Agri Borneo-Fertilizer Sdn Bhd

Hextar Solution Sdn Bhd

FPM Sdn Bhd (FELDA)
PALM OIL Cluster

Genting Bio-Diesel Sdn Bhd

Mewah Datu Sdn Bhd - Refinery

SPC Biodiesel Sdn Bhd - Biodiesel

Platinum Performance Chem Sdn Bhd - Refinery
PALM OIL Cluster

**EcoOils Sdn Bhd**
- Plant for recovery of vegetable oils from agricultural waste

**Genting MusimMas Sdn Bhd**
Refinery (capacity 600,000 MT)

**Gamalux Oils Sdn Bhd**
- Solvent extraction & other palm oil related activities
POIC READY BUILT WAREHOUSES FOR BREAKBULKING, STORAGE & CONSOLIDATION

Light industrial Warehouses & Commercial Development

The Green Biomass Sdn Bhd
- Biomass Pellets

Downstream palm biomass activities

Commercial Shop Lot
POIC Lahad Datu: Ready to Welcome Investments
POIC Lahad Datu Port: Heart of Regional Shipping Lane
POIC Lahad Datu Port: Heart of Regional Shipping Lane
Ideal for Logistics, Trading and Industrial Investments

BIMP-EAGA Region
- Resource Rich
- Emerging Market
- Population (60 Million)
- Potential Markets

East Asia - Fastest Economic Growth Region
- High Economic Growth
- Advance Technology
- Population (1.7 Billion)
- Potential Markets

Lombok - Makassar Shipping Route
Investment Opportunities at POIC Lahad Datu
Agricultural products
Forestry products
Fishery and aquaculture products
Livestock products
Minerals products
Oil and gas products
Industrial products
OIL PALM DOWNSTREAM INDUSTRIES

Palm Oil Based (6.7M Ton)

- Crude Palm Oil
- Crude Palm Kernel Oil

Biomass Based (28M Dry Ton)

- Oil Palm Trunk
- Oil Palm Frond
- Empty Fruit Bunch
- Palm Kernel Shell
- Palm Kernel Cake
- POME

Products:
- Oleochemicals
- Nutraceuticals
- Cosmetics
- Nylon/Polymers
- Motor Oil
- Soap/Detergents
- Tyres
- Plastics
- Biofuel
- Edible Oil
- Food
- Activated Carbon
- Biocatalysts
- Biochar
- Food
- Biochemicals
- Bioplastics
- Consumer Gadgets
- Power
- Flexible & Transparent Display
- Carbon Nanotubes
OIL AND GAS INDUSTRIES

- Petrochemical
- Downstream
  - Refinery
  - Distribution
  - Bulking Facilities
Halal Hub – 1st Halmas Status in Sabah, Malaysian Halal Certified – Recognized Worldwide
- Global Halal Market (242 million – Southeast Asia)
- Free from HFMD
SMI

Manufacturing
- Machinery and engineering
- Electrical & electronics
- Textile

Food and Beverage

Services Sector
- Education
- Health
- Logistics & Transportation
PORT AND LOGISTICS

• Depot warehouses
• Cold Storage
• Freezer
• Temperature control facilities
• Canning
• Machineries, Equipment, Vehicles, Repair and Food processing
• Ship Building & Repair
• Bunkering, Bulking facilities, Trading
• Supply base
Government Policy and Incentives
Government Policy:
- To accelerate social, economic and environmental development

Malaysia Industrial and Other Investment Incentives:

- Halal Industry Development Corporation (HDC) Incentives: [www.hdcglobal.com](http://www.hdcglobal.com)
• POIC Lahad Datu – well positioned as maritime gateway to the East Region.

• Offering investment opportunities in trading, manufacturing and services for socio-economic prosperity.

• First Mover Advantage!
Thank You

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POIC Lahad Datu