



WIEF

Roundtable Kota Kinabalu 2020

Economic Rejuvenation: The Path to Growth

12 - 13 MARCH | MAGELLAN SUTERA RESORT, SABAH, MALAYSIA

POIC Lahad Datu: A Maritime Gateway To The East Region (Regional Logistics, Trading and Industrial Investments)

Host



Ministry of Trade and Industry

Organiser



POIC Lahad Datu: A Maritime Gateway to The East Region (Regional Logistics, Trading and Industrial Investments)

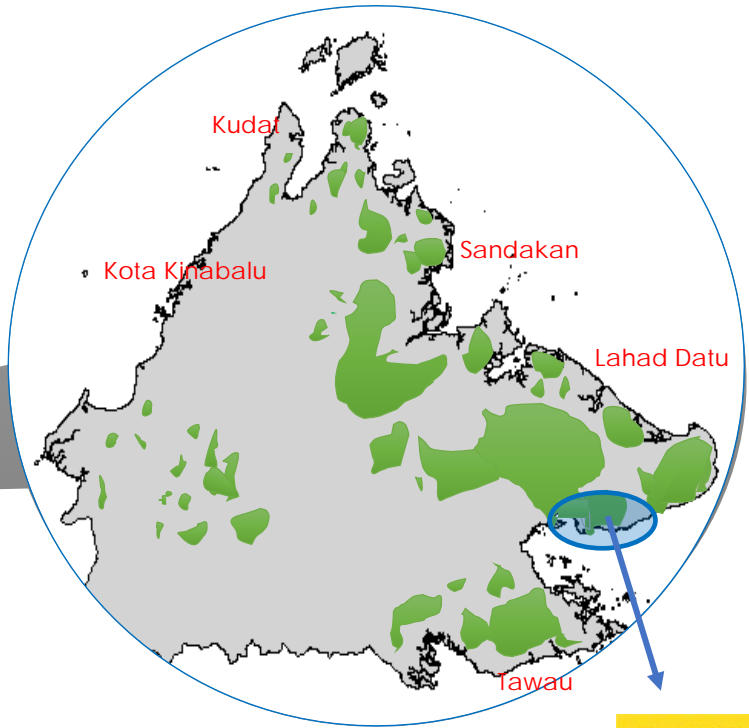
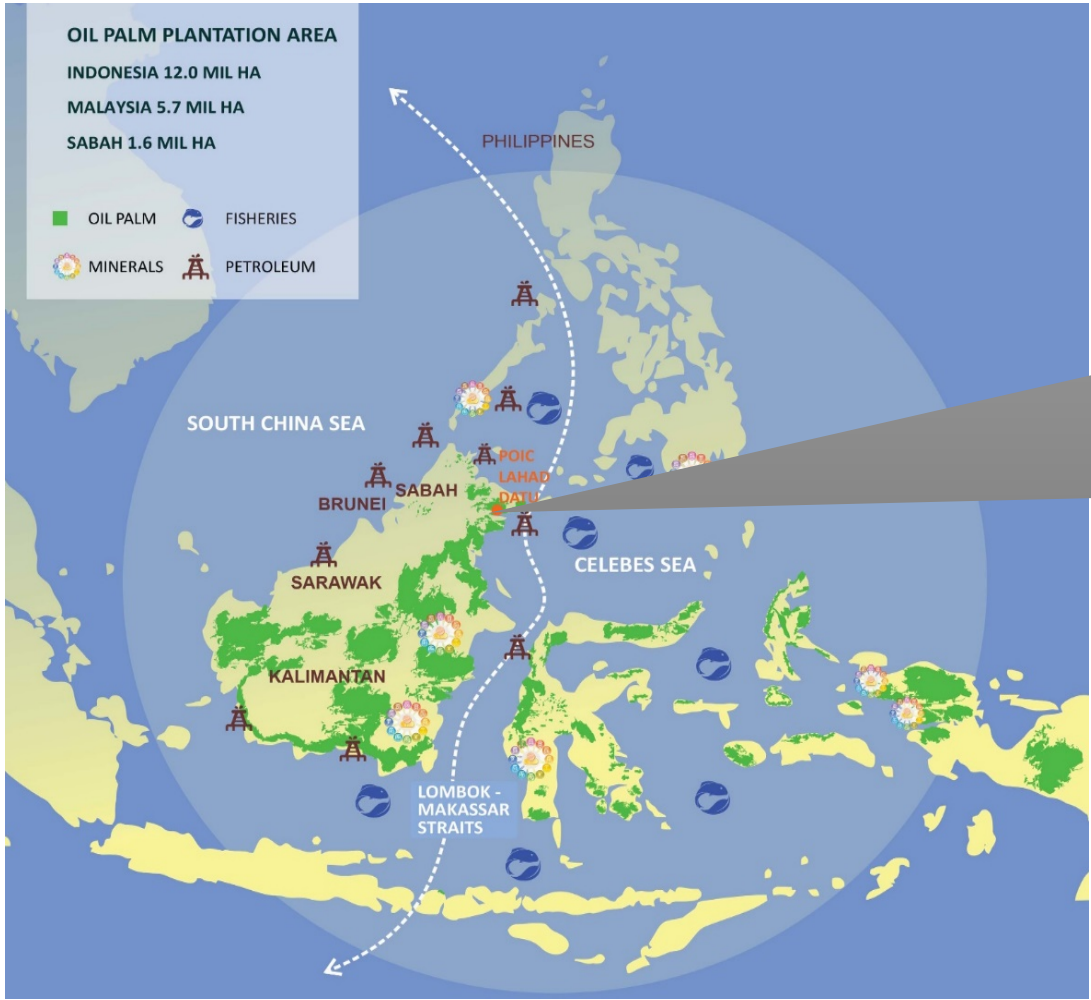
Presented by:

- Datuk Dr. Pang Teck Wai
- Lynette Jacqueline Hoo
- Dr. Lee Ming Tong

- 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



● Deep Harbour (>20m)

Background

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

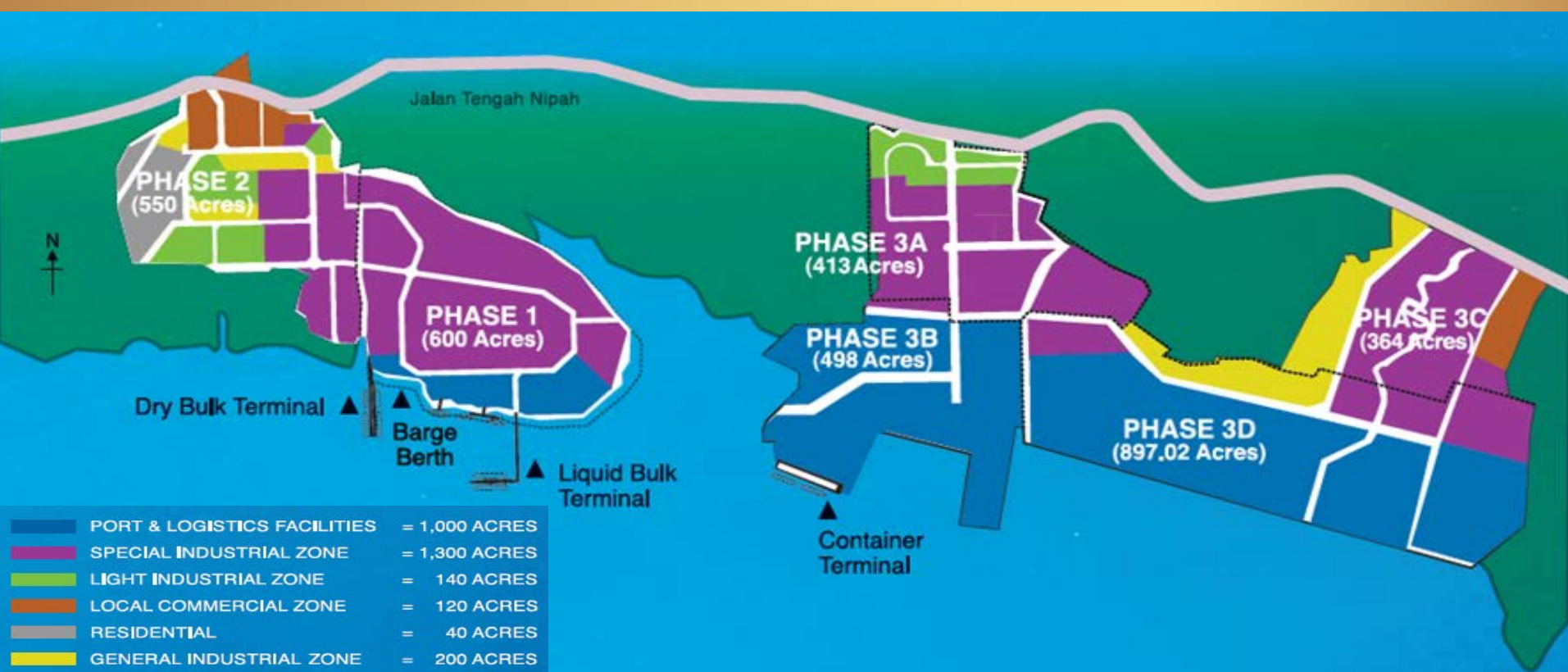
Functions

- 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 (eg. oil & gas, food and logistics)
- Bridge between private and public sectors in realizing industrial potentials

LARGE AREA (4,400 ACRES) FOR INDUSTRIAL DEVELOPMENT



Phase	Land Area	Activities	Status
1	600	Liquid based, bulking, port & logistics, supporting industries	Developed
2	550	Fertilizer, supporting industry, commercial, residential, port & logistics	Developed
3A	413	Biomass, bio-refinery cluster, SMI, supporting industry, warehouse, port & logistics	Developed
3	2,837	Bio-refinery, ship building & repair, food, port & logistics, SMI, commercial, supporting industry, petrochemical industries	Future development

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

PIPELINES

Provided from interchange to berth



ELECTRICITY

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



POIC LAHAD DATU PORT: NATURAL SHELTERED DEEP SEA PORT (>20 meters)



Dry Bulk Terminal



Liquid Bulk Terminal



Barge Berth



Container Terminal



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

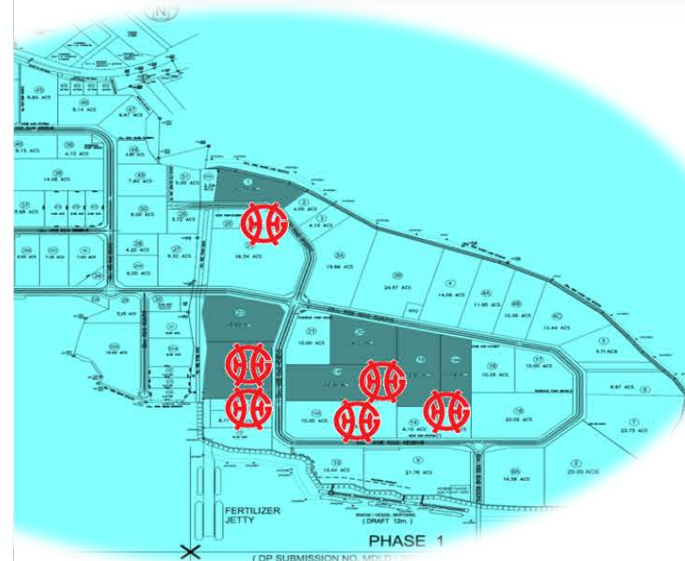
Investment Value:
RM1.5 billion
Land Size: **103 acres**

Elevance, Genting deal confirms it:
Asia is the new Brazil
What's going on in the Big East?

We hear from Illinois that **ELEVANCE** Renewable Sciences is announcing a 25:75 collaboration between Elevance and Genting Plantations Berhad — aimed at building a 240,000 MT metathesis biorefinery based on Elevance's proprietary metathesis technology, and will produce renewable, high-performance olefins and specialty chemicals that can be used in multiple end-product applications, including lubricants, surfactants and detergents. The refinery will be located in the Palm Oil Industrial Cluster (POIC) in Lahad Datu, Sabah, Malaysia.



GENTING GROUP



Largest Fertilizer Cluster in Malaysia

1.3 million MT Combined Capacity at POIC Lahad Datu



Agri Borneo Fertilizers Sdn Bhd



**Behn Meyer Agricare (M)
Sdn Bhd**



**Hextar Solutions
Sdn Bhd**



**Felda Agricultural Services Sdn
Bhd**



**Union Harvest (East Malaysia)
Sdn Bhd**



**Sabah Softwood Hybrid Fertilizer
Sdn Bhd**



**Perkasa Bahagia
Sdn Bhd**



Wilmar Fertilizer Malaysia Sdn Bhd



**Bulkchem Logistic
Sdn Bhd**

- **Sunnite Timur Sdn Bhd**
- **Excelwin Biotech Sdn Bhd**

Fertilizers



Agri Borneo Fertilizers



Bulkchem Logistics



Union Harvest (East Malaysia) Sdn Bhd



Felda Agricultural Services



Sabah Softwood Hybrid Fertilizer



Perkasa Bahagia



Wilmar Fertilizer Malaysi

Excelwin Biotech

Sunnite Timur Sdn Bhd



Hextar Solutions

Oil Palm



Global Brands, Local Favourites



Asia Oil Products

Supporting Industries



Biomass



Bloosom Bio Energy Sdn Bhd

The Green Biomass

BNE Trading Sdn Bhd

Logistics, Transport & Bulking



Fanmount Transportation

Keris Success Sdn Bhd

Fertilizer Cluster



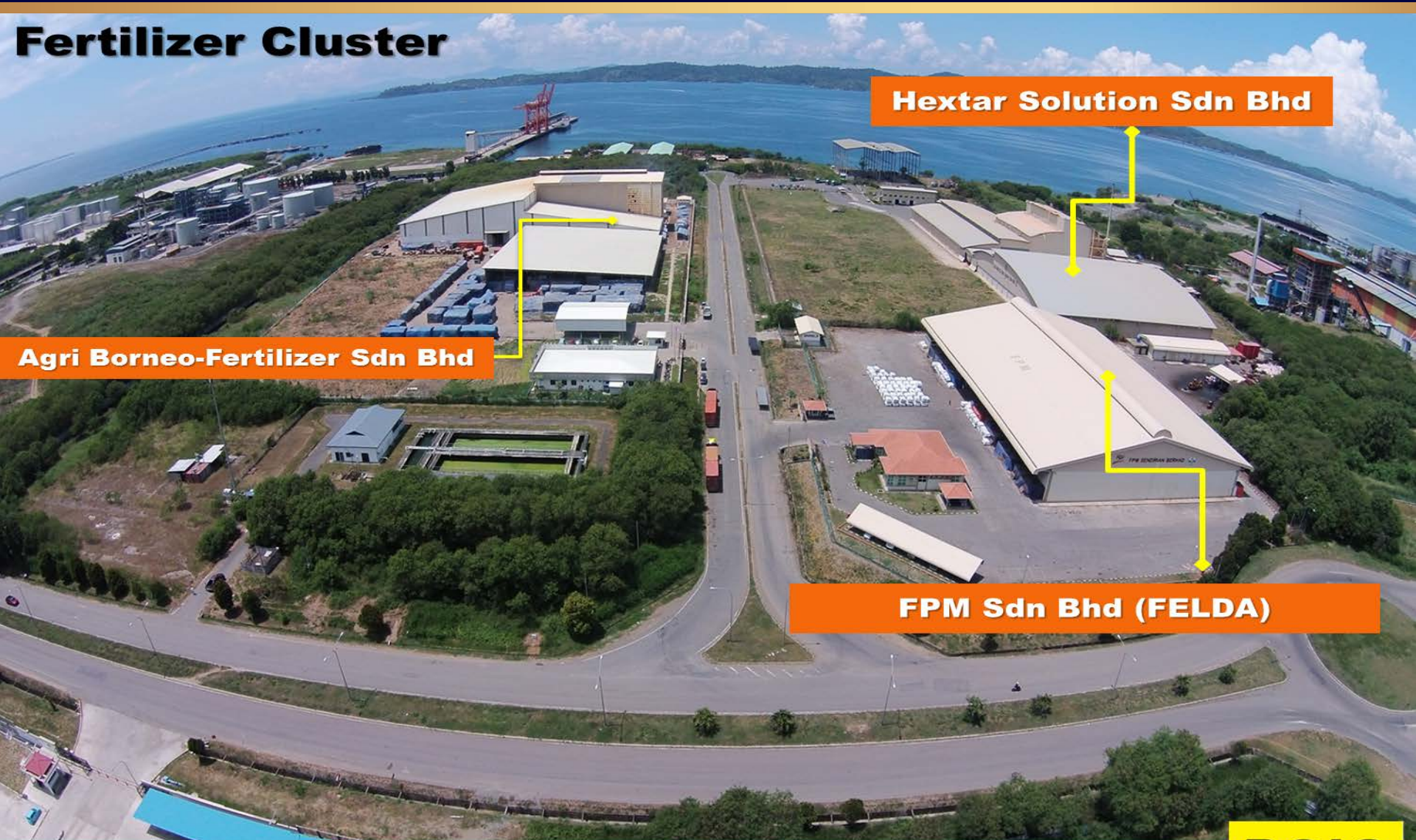
Behn Meyer Agricare (M) Sdn Bhd

Union Harvest (East Malaysia) Sdn Bhd

Wilmar Fertilizer Malaysia Sdn Bhd

Sabah Softwoods Hybrid Fertilizer Sdn Bhd

Fertilizer Cluster



Hextar Solution Sdn Bhd

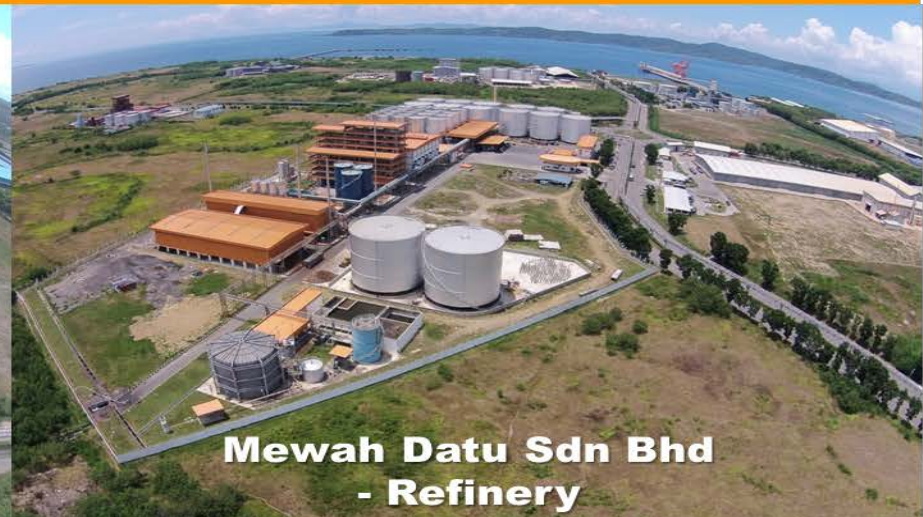
Agri Borneo-Fertilizer Sdn Bhd

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

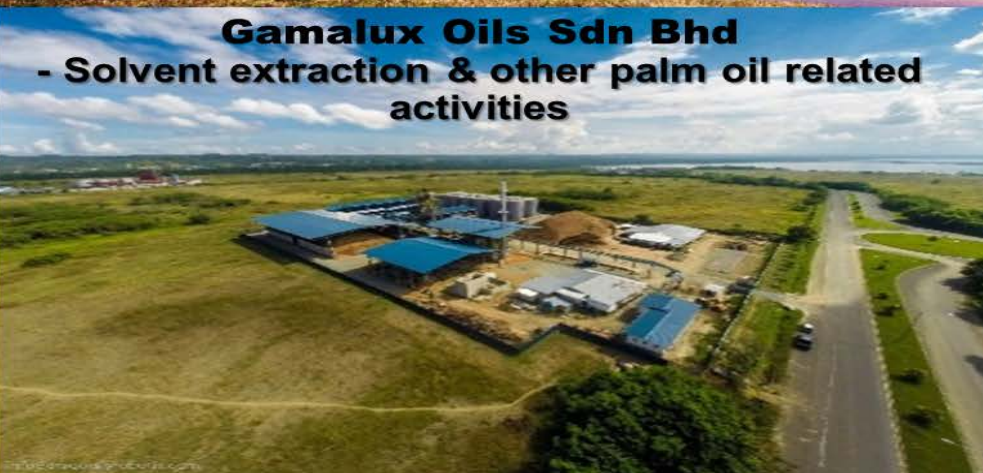
EcoOils Sdn Bhd

- Plant for recovery of vegetable oils from agricultural waste



Gamalux Oils Sdn Bhd

- Solvent extraction & other palm oil related activities



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





Technology

Services

**Natural
Resources**

Lands

**Government
Support**

Utilities

**Hard
Infrastructure**

Policies

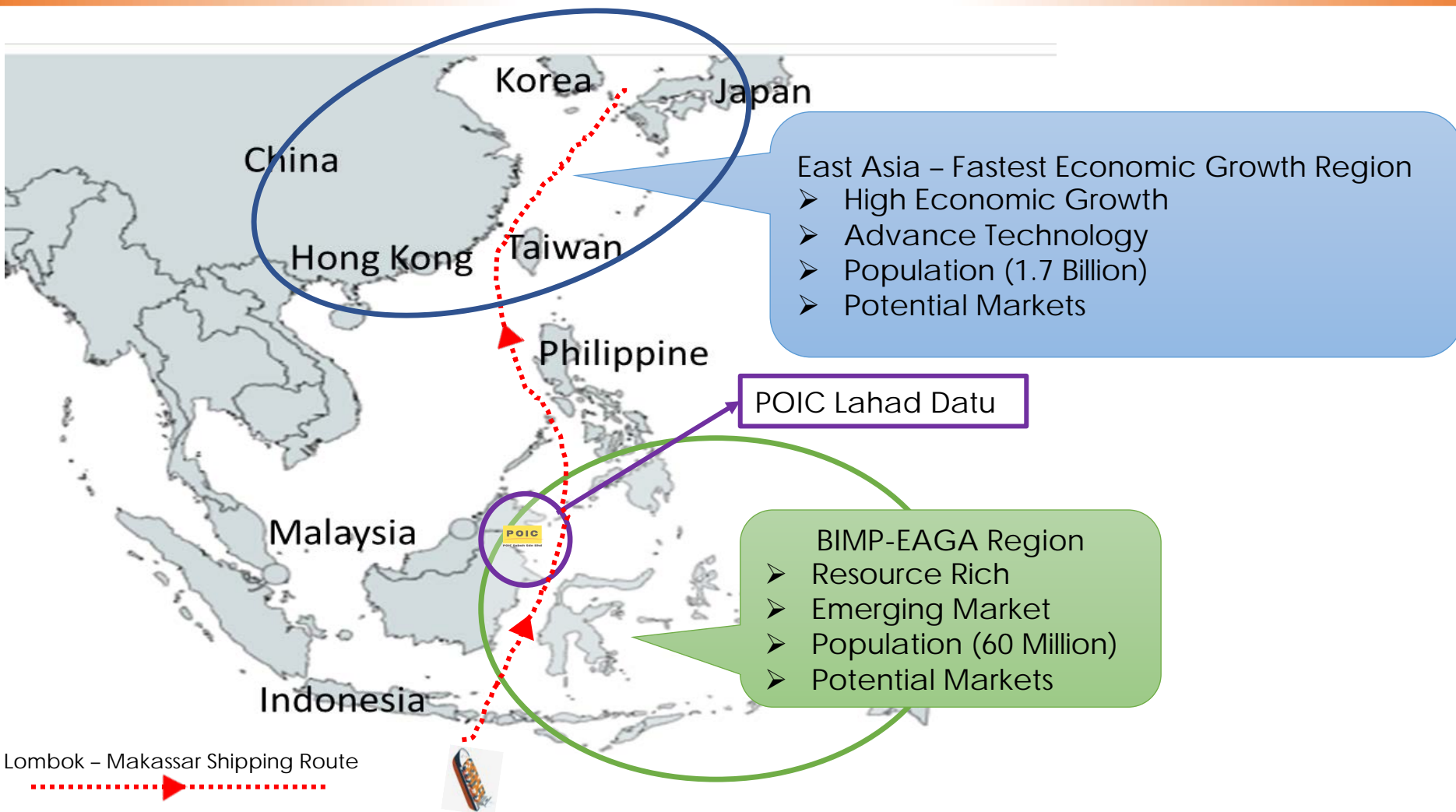
**Human Capital
+
Talent**

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



Investment Opportunities at POIC Lahad Datu

Ports in the East Region

Trading Opportunities



- Agricultural products
- Forestry products
- Fishery and aquaculture products
- Livestock products
- Minerals products
- Oil and gas products
- Industrial products

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





Petrochemical Downstream



Refinery



Distribution



Bulking Facilities

Halal Hub – 1st Halmas Status in Sabah, Malaysian Halal Certified – Recognized Worldwide

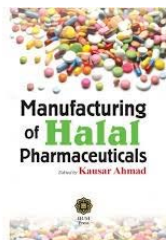
- Global Halal Market (242 million – Southeast Asia)
- Free from HFMD

Production

Food



Pharmaceutical



Cosmetic



Fashion



Services

Islamic Banking



Islamic Logistics



Islamic Tourism



Manufacturing

- Machinery and engineering
- Electrical & electronics
- Textile



Services Sector

- Education
- Health
- Logistics & Transportation



Food and Beverage



- 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:

- BioNexus Tax Incentives: www.biotechcorp.com.my 
- Malaysia Investment Development Authority (MIDA): www.mida.gov.my 
- Sabah Development Corridor (SDC) Incentives: www.sedia.com.my 
- Halal Industry Development Corporation (HDC) Incentives: 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

