



POIC LAHAD DATU

Your **Global**
Investment
Hub



**MIDA INVEST SERIES :
UNFOLDING STATES' BUSINESS POTENTIAL, A BRIEFING BY MINISTRY OF TRADE AND INDUSTRY, SABAH**

Tuesday, 16 October 2018



At the vicinity of:

- ❑ 1.6 million hectares oil palm plantation(27%)*
- ❑ 130 CPO mills (28.9%)*
 - i. 37 mills within 50 km radius
 - ii. 85 mills within 100 km radius
 - iii. 113 mills within 150 km radius
- ❑ 14 palm oil refineries (27%)*
- ❑ 14 Palm kernel crusher

Easy access to:

- ❑ 5.21 million tonnes of crude palm oil (CPO) production (30%)*
- ❑ 0.611 million tonnes of PKO
- ❑ 0.69 million tonnes of PKC
- ❑ 28 million dry tonnes of solid palm biomass.

Distance From Major Cities in Sabah To Lahad Datu

		
KK	55 min	6 ½ hrs
TWU	-	2 hrs
SDK	-	2 ½ hrs

POIC LAHAD DATU ~ An Emerging Port City



POIC Lahad Datu 2018

Spearheading the Sabah State Industrialization Efforts

Largest Fertilizer Cluster in Malaysia	Largest Palm Oil Refinery Cluster	World's <u>Largest</u> Integrated Bio Refinery Complex	Largest concentration of Foreign Investment Interest
1 st Biodiesel Plant	1 st Industrial Park with comprehensive port facilities (Dry Bulk, Liquid & Container Terminal)	1 st Halmas Status	Investment Value ~ RM3.4Billion Employment created ~ 2,371 companies committed ~ 51

Background

- ❑ Setup in January 2005.
- ❑ Wholly owned by the state Government of Sabah under the purview of the Ministry of Trade and Industry.
- ❑ 4,252 acres of **integrated industrial complex** designed to cater to light, medium and heavy industries.

Objectives

- ❑ To value add to palm oil and palm biomass.
- ❑ To develop of related and other industries.
- ❑ **To create job** and investment opportunities.
- ❑ Provide basic and specialized infrastructure. Bridge between private and public sectors in realizing industrial potentials.



Agri Borneo Fertilizers Sdn Bhd



Behn Meyer & Co (M) Sdn Bhd



Hextar Solutions Sdn Bhd



**Felda Agricultural
Services Sdn Bhd**

Largest Fertiliser Cluster

1.3 million MT
Combined Capacity at
POIC Lahad Datu



**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**

POIC Lahad Datu 2018

Spearheading the Sabah State Industrialization Efforts

Largest Fertilizer Cluster in Malaysia	Largest Palm Oil Refinery Cluster	World's <u>Largest</u> Integrated Bio Refinery Complex	Largest concentration of Foreign Investment Interest
1 st Biodiesel Plant	1 st Industrial Park with comprehensive port facilities (Dry Bulk, Liquid & Container Terminal)	1 st Halmas Status	Investment Value ~ RM3.4Billion Employment created ~ 2,371 companies committed ~ 51

Background

- ❑ Setup in January 2005.
- ❑ Wholly owned by the state Government of Sabah under the purview of the Ministry of Trade and Industry.
- ❑ 4,252 acres of **integrated industrial complex** designed to cater to light, medium and heavy industries.

Objectives

- ❑ To value add to palm oil and palm biomass.
- ❑ To develop of related and other industries.
- ❑ **To create job** and investment opportunities.
- ❑ Provide basic and specialized infrastructure. Bridge between private and public sectors in realizing industrial potentials.

World's Largest Integrated Bio-Refinery Complex in the making

DIAZII

July 14, 2014 | Jim Lane

[Tweet](#) [Share](#) [Mail](#) [in Share](#) 12

Elevance and Genting Enter New Biorefinery Collaboration, in Malaysia.

Asia

Elevance exclusively responsible for sale of all specialty chemicals produced at biorefinery.

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](#).

As part of the collaboration agreement, GIB has announced that Elevance will provide intellectual property and engineering services. Elevance will also produce the biorefinery at the biorefinery.

Asia is the

It's been

Last

ren

un

to

a

The

multi

Monday

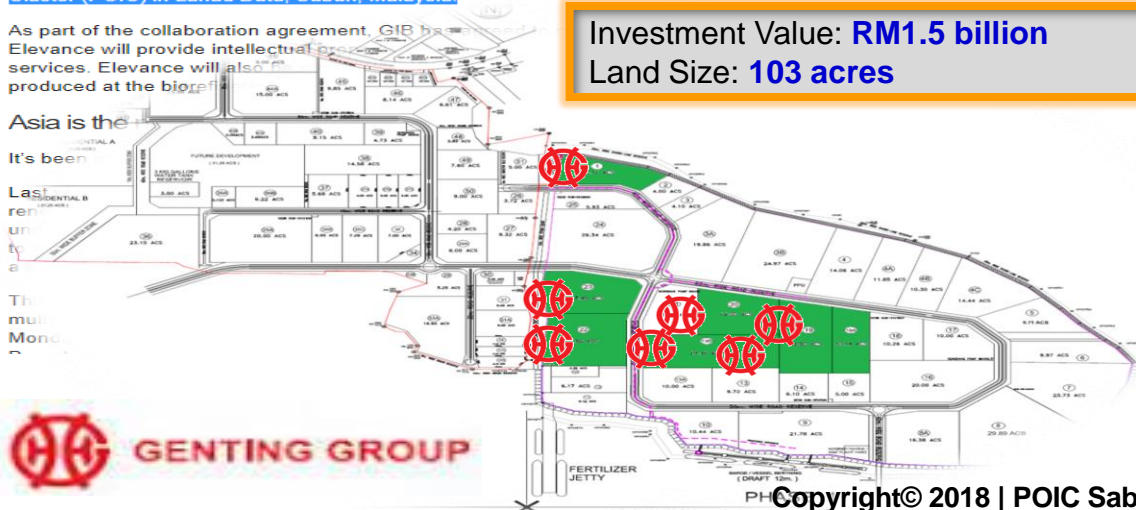
r

Specialty Chemical
Olefins
Saturated ME

RBD Palm Oil, Olein

Oleochemical - MES

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



Genting Musim Mas Sdn Bhd

~ 600,000 MT, Refinery



SPC BIODIESEL SDN BHD

~ 100,000 MT, Biodiesel



GENTING BIODIESEL SDN BHD

~ 240,000 MT, Methathesis Plant [Slide 7](#)
(Specialty Chemical)

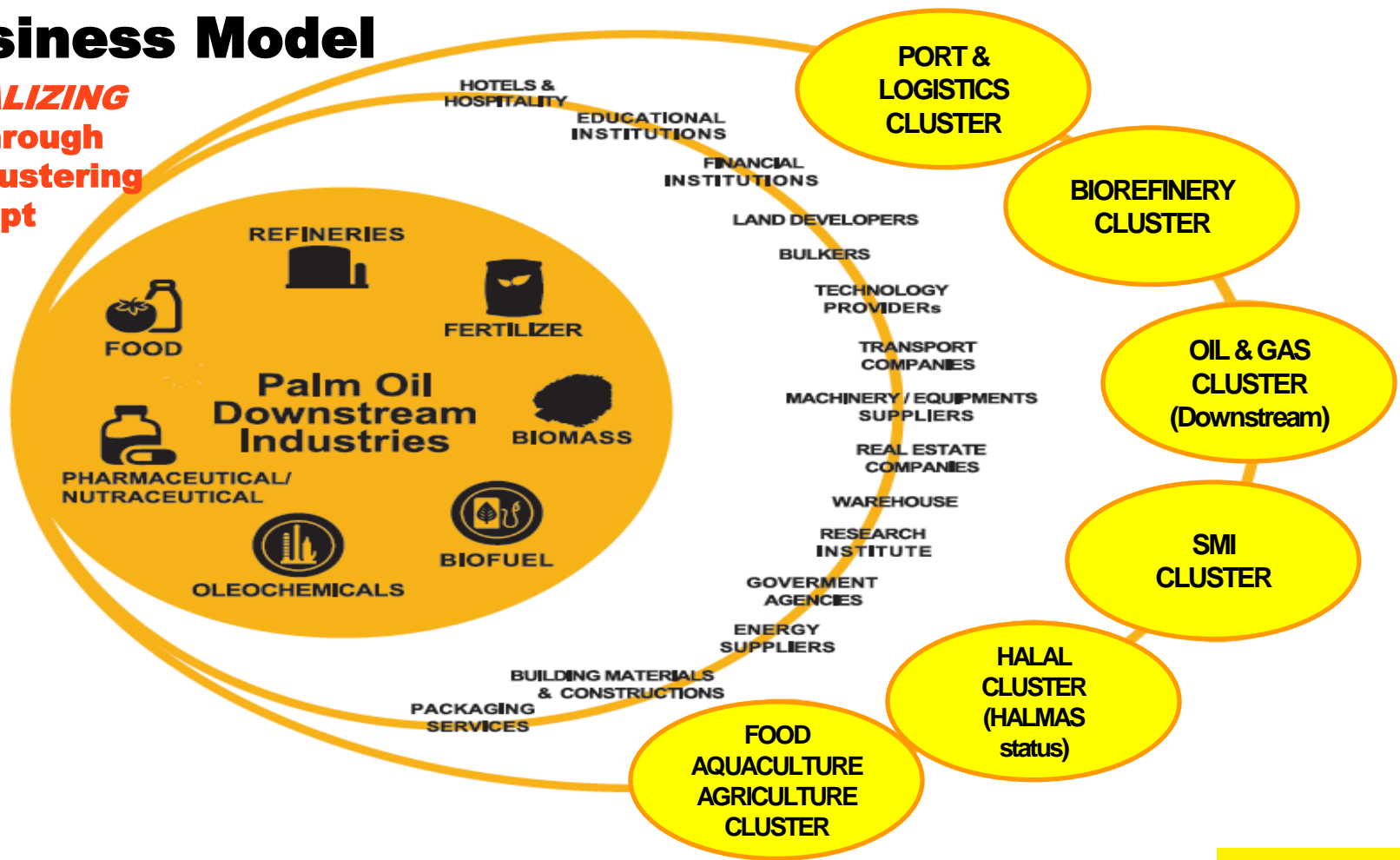


Copyright© 2018 | POIC Sabah

BUSINESS OPPORTUNITIES| POIC LAHAD DATU

Our Business Model





**INDUSTRIALIZING
SABAH Through
Industrial Clustering
Concept**



Our products @ POIC

Industrial Land (sale /lease)	Port & Logistic Facilities	Bulking Facilities (under construction)	Commercial Development
<ul style="list-style-type: none"> Prepared Land Land size from 0.8 acres and above 	<ul style="list-style-type: none"> Liquid Jetty Dry Bulk Jetty Container Jetty 	<ul style="list-style-type: none"> Storage for edible / non edible oil 	<ul style="list-style-type: none"> Shop lots & shop offices SMI ready built factory & showroom Residential

Ready-built Warehouses

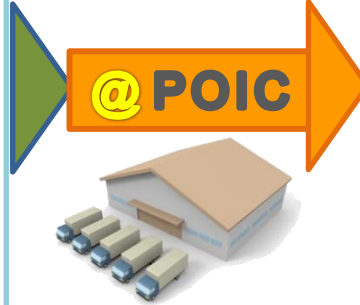
Phase-3A	Phase-2	Phase-2 (Dry Bulk Terminal)
<p>General Cargo @ Lot-50 Price: RM1.25psf Total built up: 46,500ft² (4,320m²) Size: 72m (L) x 60m (W) x 6.1m (H) Each unit: 15,500ft² (1440m²) x 3 unit Availability: vacant</p> 	<p>General Warehouse @ Lot-35A Price: RM 1.35 psf Total built up: 53,819ft² (5,000 m²) Size: 100m (L) x 50m (W) x 11.83m (H) Each unit: 17,760ft² (1650m²) x 3 units Status: under construction Availability: 4th quarter 2018</p>  <p>Open Shade Warehouse @ Lot-35A Price: RM1.05 psf Total built up: 53,819ft² (5,000 m²) Size: 50m (w) x 100m (L) x 12m (H) Availability: occupied</p> 	<p>Bulk Cargo / Bagged fertiliser @ Lot-11 Total built up: 40,364ft² (3,750m²) Size: 75m (L) x 50m (W) x 9m (H) Status: under construction Availability: 4th quarter 2018</p> <p>PKE/PKS Warehouse @ Lot-11 Built up: 67,812ft² (6,300 m²) Size: 105m (L) x 60m (W) x 12m (H) Status: under construction Availability: 4th quarter 2018</p> 

Palm Oil industry



Crude Palm Oil
Crude Palm Kernel Oil
(CPO) + (CPKO)
[6.1M ton] [634,532 ton]

Annual Feedstock



END PRODUCTS EXCEED RM20BIL



Instant noodle



Edible oil



Food

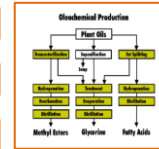


Household
cleaning



Cosmetic

Personal care



Oleochemical



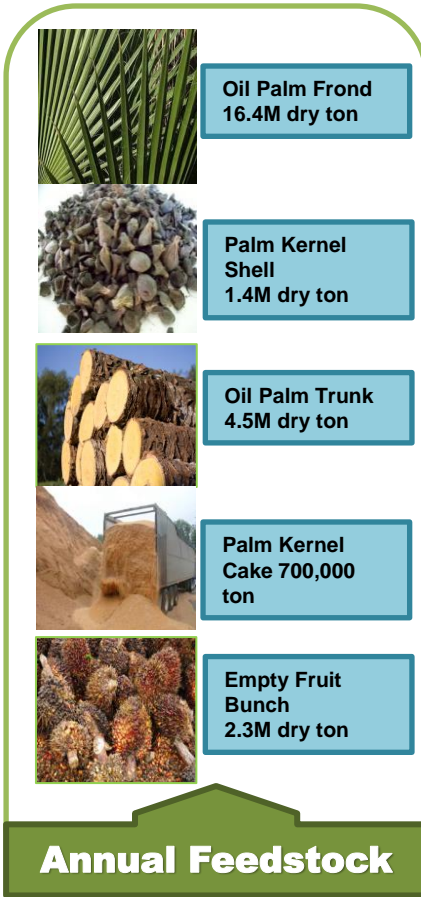
Biofuel

INDUSTRIAL
POLYMERS
LUBRICANTS
COATINGS
&
ADHESIVES

PRINTING
INKS
SPECIALTY
CHEMICAL
AGRO-
CHEMICAL

Downstream Opportunities

Biomass industry

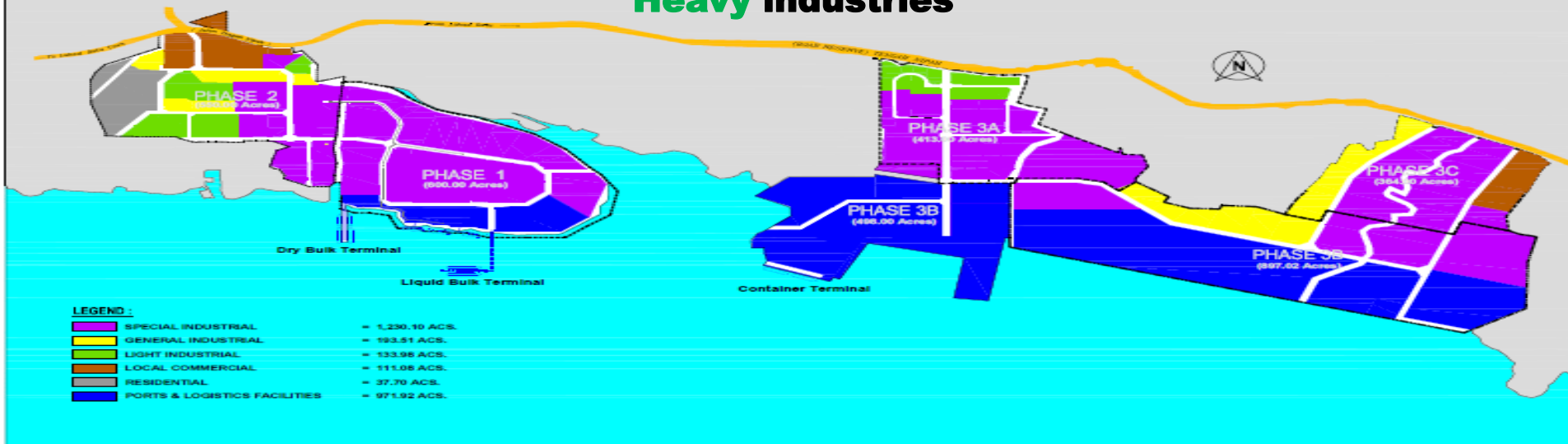


END PRODUCTS EXCEED RM19BIL



ADVANTAGES| POIC LAHAD DATU

Large industrial area for development designed to cater for Light Medium & Heavy industries



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	2,689	Bio-refinery, ship building & repair, food, port & logistics, SMI, commercial, supporting industry	Future development

Natural Deep Sea Port (20 meter) ~ one of the best natural harbour in the world



20,000 acres
of land along
the
COASTLINE

Surrounded by
existing cluster of
POM & key PO
industrial
players

Deep &
Sheltered
Harbour –
20 meter

Sakar island –
NATURAL
Break Water

Sakar Island

POIC has the geographical *advantages*



Deep
Sea port

Proximity to
Resourceful BIMP-
EAGA region

Untapped
Shipping route

Geographic centrality
of Sabah to ASEAN,
POIC is designed to
be the logistics
distribution, bulk
breaking hub for
ASEAN

BIMP-EAGA: East ASEAN Growth Area

B Brunei
I Indonesia
M Malaysia
P Philippines

Key Industries
Energy, transportation,
fishing, agriculture

Proximity to
Regions with
large population

Population
60 million

POIC

POIC Sabah Sdn Bhd

RESOURCE POTENTIALS ~ Asia's Last Resource Frontier

OIL PALM PLANTATION AREA

INDONESIA 12.0 MIL HA

MALAYSIA 5.7 MIL HA

SABAH 1.6 MIL HA

Total: 19.3 MIL HA



Source, consolidate and add value to Asia's last major resources rich frontier of Sulawesi, Kalimantan, Irian Jaya, P&G, North and East Australia and the Southern Philippines

SOUTH CHINA SEA

POIC

BIMP-EAGA

CELEBES SEA

LOMBOK -
MAKASSAR
STRAITS

POIC Port is developed together with other infrastructure such as warehousing, tank terminals and industrial land designed to unlock the region's resource and logistics potential

POIC

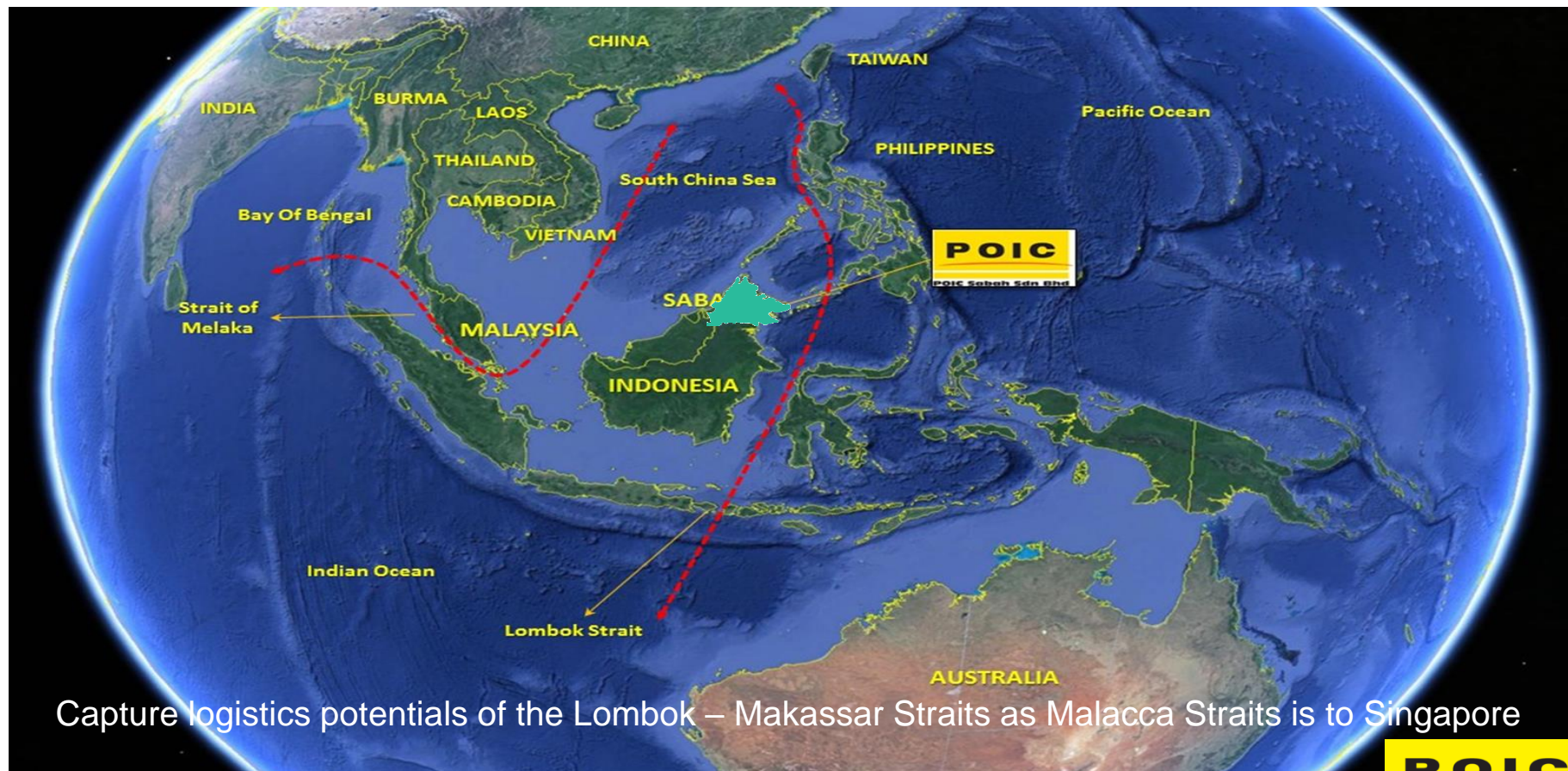
INTEGRATED PORT FACILITIES | POIC LAHAD DATU

POIC Port

~ now able to handle wide range of cargo



Developing POIC into Bulk Cargo Logistic Hub ~ POIC Port situated in the most direct shipping route from Australia to China, Japan, HK, Korea & Taiwan

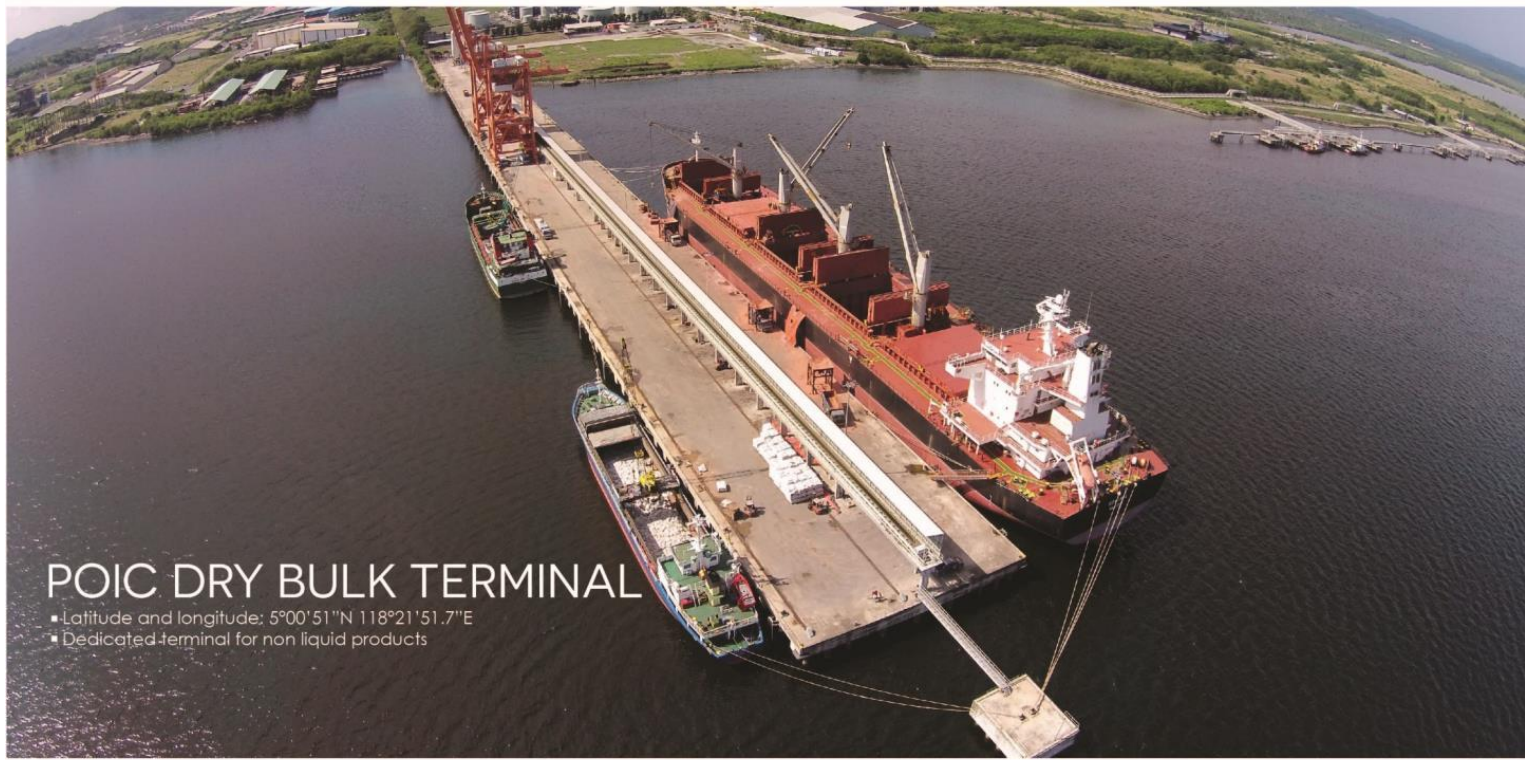


Capture logistics potentials of the Lombok – Makassar Straits as Malacca Straits is to Singapore

Shipping traffic ~ Asia's 2 main shipping lanes



DRY BULK TERMINAL



POIC DRY BULK TERMINAL

- Latitude and longitude: 5°00'51"N 118°21'51.7"E
- Dedicated terminal for non liquid products

BERTH NO	LENGTH	DRAFT (M)	MAXIMUM VESSEL SIZE (DWT)
1	188	12.8	40,000
2	138	10.8	20,000
3	188	12.8	40,000
POIC	138	10.8	20,000

POIC Sebah Sdn Bhd

FERTILIZER HANDLING

Conveyor



Grab & Hopper



Loose Bags




Weighbridge 60 ton



POIC

POIC Sabah Sdn Bhd



 **106**
%

2013

225,329

MT

2017

463,855

MT

LIQUID BULK TERMINAL



Berth 3 & 4

Draft 12M

Max Vessel 20,000DWT

Berth 1 & 2

Draft 20M

Max Vessel 100,000DWT

Berth 5, 6 & 7

Draft 12M

Max Vessel 6,000DWT

CARGO HANDLING:

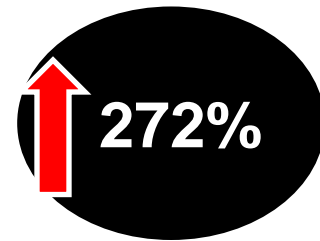
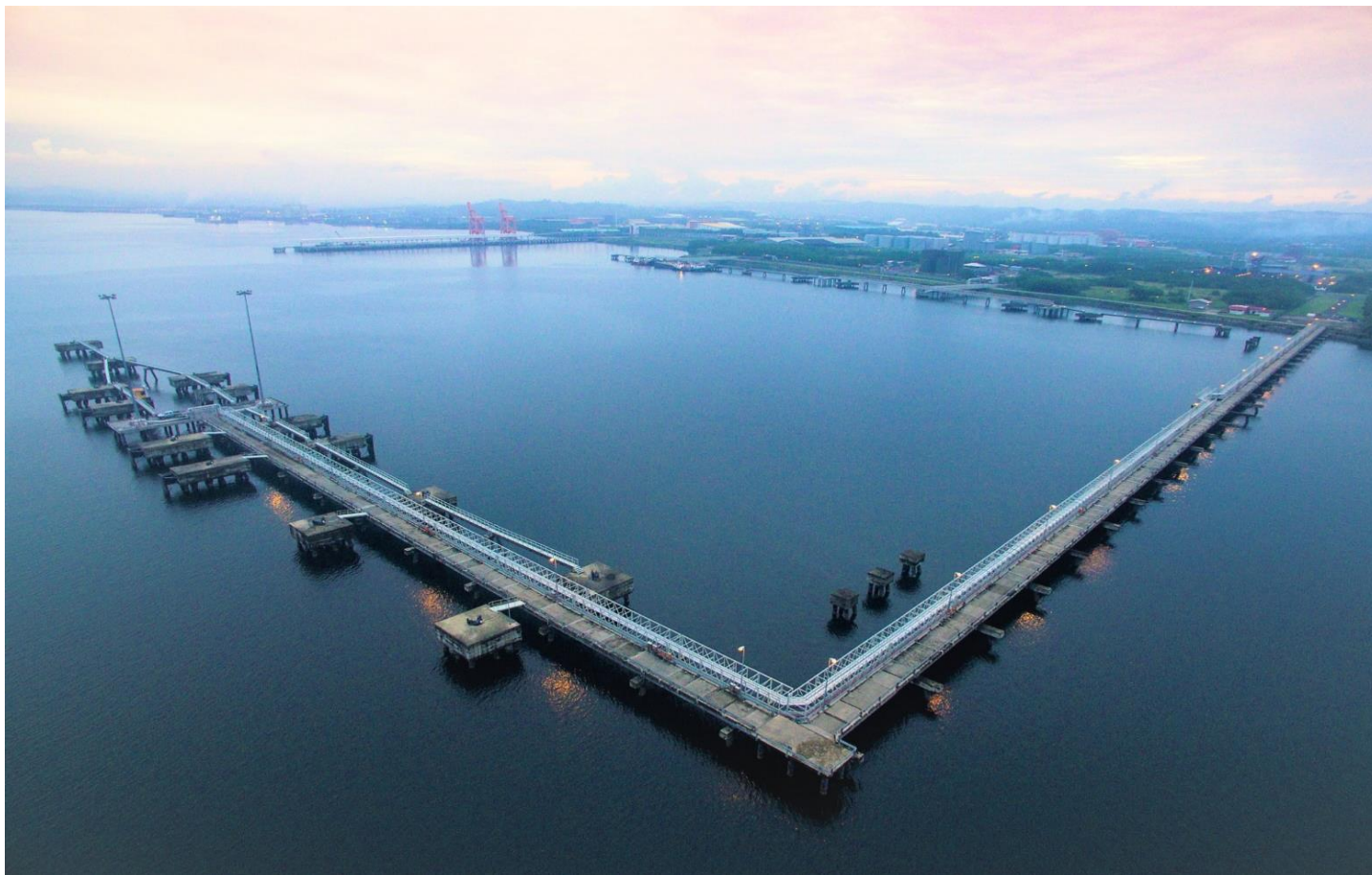
- 10 inch pipelines – Five
- Air Compressor – 14 bars capacity for pigging pipeline
- Hot Water Boiler for pipe cleaning Pipeline & Interchange Facility

STORAGE:

- Allows direct pumping by shipper via interchange
- Bulking installation under construction: Q1/2019

POIC

POIC Sabah Sdn Bhd



2013

139,440 MT



2017

519,010 MT

LOADING & UNLOADING LIQUID CARGO



BARGE LANDING SITE

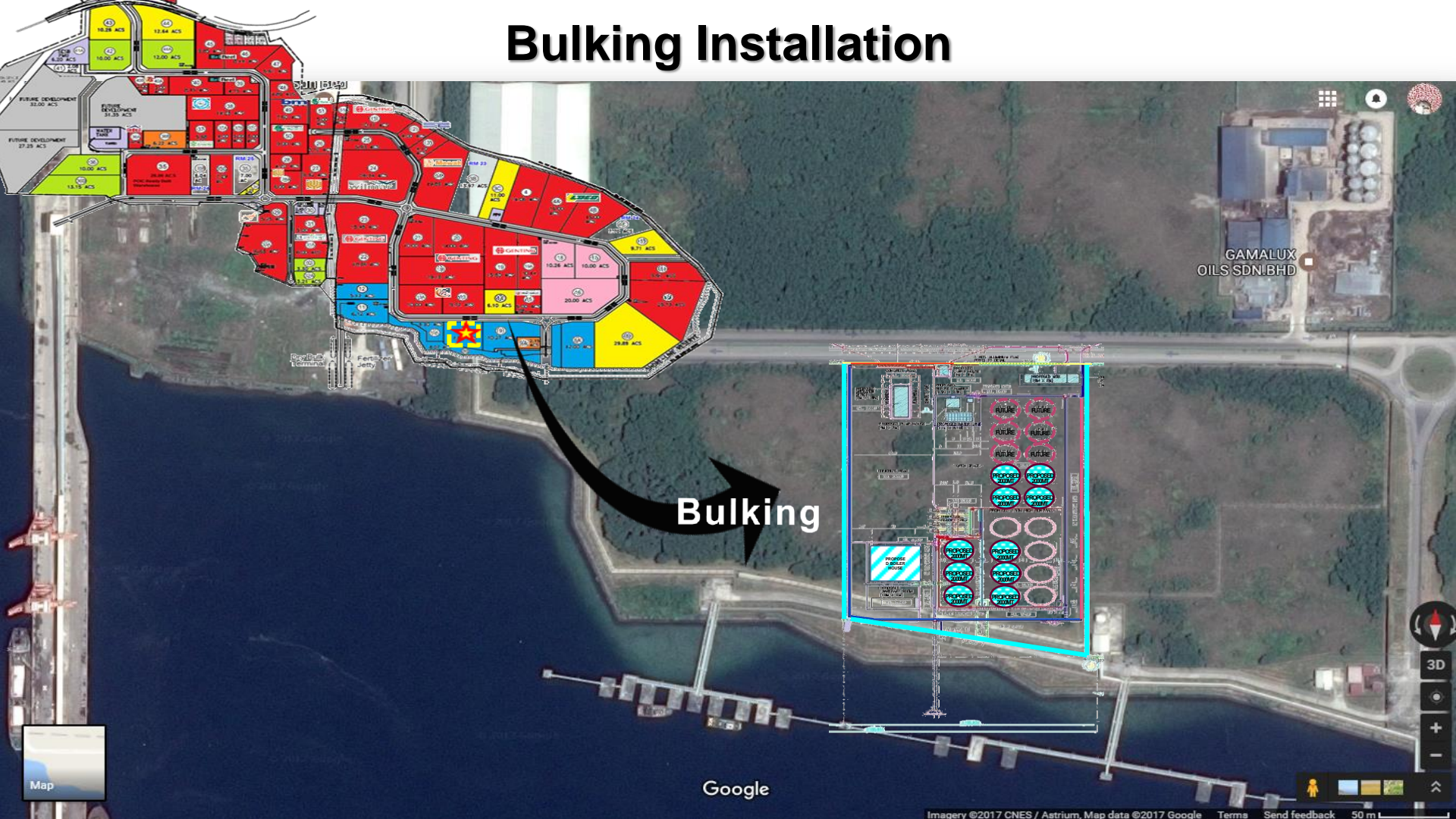


Dedicated berth for barges to discharge:

- Heavy project cargo
- Bulk raw materials
- Sand,
- Gravel
- Export of bagged fertilizers

BULKING INSTALLATION

Bulking Installation





Tank size	Tank material	Tank Dimension		Coating		Heating Coil			Insulation
MT		Overall Height (M)	Diameter (M)	Internal	External	Y/N	Material	Stirrers	
2,000 x 10	MS	22.86	11.64	Yes	Yes	Yes	SS	Yes	No

CONTAINER TERMINAL

Completed and being commissioned

- Potential demand up to 6,000 TEUs for the first year
- Ship design capacity up to 65,000 DWT
- Design Capacity of 250,000 TEU's per annum
- 1,000 acres reserved for future terminal expansion

Buildings & Facilities

Storage Facilities	No. of Ground Slots
Inbound Yard	624
Outbound Yard	624
Empty Container Yard	222
IMDG Yard	85
Reefer Yard	36

- [1] Container Freight Station (CFS) & Custom.
- [2] Office Custom Inspection Building.
- [3] Security Immigration Building & Inspection Access Bridge.
- [4] Services & Repair Yard & Port Operation Office.
- [5] Standard Temperature and Pressure (STP).
- [6] Weigh Bridge (In & Out).
- [7] M&E - PPU Container Terminal, Sub Station (4 Building).
- [8] Water Tank, Pump House, Fire Fighting Pump House.
- [9] Garbage Disposal Buildings.

POIC

POIC Sabah Sdn Bhd



POIC

POIC Sabah Sdn Bhd

CONTAINER PORT EQUIPMENT



Empty Handler
(3)



STS Cranes
(2)



Reach Stacker
(2)



Rubber Tyred Gantry
(2)



Prime Mover
(10)



Container Trailer
(10)

DEVELOPMENT TO DATE| POIC LAHAD DATU

Major Cluster (Fertilizer)



Union Harvest (East Malaysia) Sdn Bhd

Behn Meyer Agricare (M) Sdn Bhd

Wilmar Fertilizer Malaysia Sdn Bhd

Sabah Softwoods Hybrid Fertilizer Sdn Bhd

Major Cluster (Fertilizer)

Hextar Solution Sdn Bhd

**Agri Borneo-Fertilizer
Sdn Bhd**

**FPM Sdn Bhd
(FELDA)**

POIC

POIC Sabah Sdn Bhd

Major Cluster (PALM OIL)



Genting Bio-Diesel Sdn Bhd



**Mewah Datu Sdn Bhd
- Refinery**



**SPC Biodiesel Sdn Bhd
- Biodiesel**



**Platinum Performance Chem Sdn Bhd
- Refinery**

Major Cluster (PALM OIL)

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)



Other services



Light industrial Warehouses & Commercial Development
(Bristeel Properties Sdn Bhd)



23-12-2018 10:48



Warehouse for general cargo



Cladded warehouse heavy uses



Logistics, storage

003 - 005 - 2011-15 - 100-1-15



Puspakom facility



Downstream palm biomass activities



Tradewinds Agro Services Sdn Bhd
- Process & Packaging of PKS, EFB & other oil palm products

**POIC WAREHOUSE @ PHASE 2
CLADDED AND UNCLADDLED
5,000M²**





Thank you

Contact :

Rose Pun, Senior Manager, Marketing & Sales
Norain Abdullah, Senior Executive, Marketing & Sales
Melissa Lee, Senior Executive, Marketing & Sales

