



Malaysia - the Next ASEAN Logistics Hub


Told by DMT

Logistics Performance Index (LPI)

Source : World Bank Database

	2010	2012	2014
Malaysia	3.32	3.54	3.58
Singapore	4.14	4.07	3.90
Thailand	3.41	3.18	3.45
Indonesia	2.77	3.12	3.11

Employment opportunity for Logistics Industry by the year 2020

	2015	2016	2017	2018	2019	2020
GDP (growth 5% per annum)	326 bil	342 bil	359 bil	377 bil	396 bil	416 bil
Logistics Contribution	12 bil (3.7%)					25 bil (6.0%)
Revenue per employee per annum (average RM50K per employee)	600K					600K
Opportunity per annum	12 bil/600K = 20000					25 bil/600K = 42000

We need another 20 thousands logisticians for the year of 2020



*What can we do
about it?*

We Are Here...



Homegrown in Malaysia and now moving
into ASEAN ++

Past & Present

PKT Logistics was established in 1974. PKT's vision is to be the leading regional and recognized global player in the Total Logistics Solutions industry.

OUR SPECIALITIES

Customized Total Logistics Solutions

Automotive Logistics

F&B Logistics

FMCG Logistics

Industrial Products

FEATURED SERVICES

Customs Brokerage

International Freight Forwarding & Consolidation

Haulage & Transport

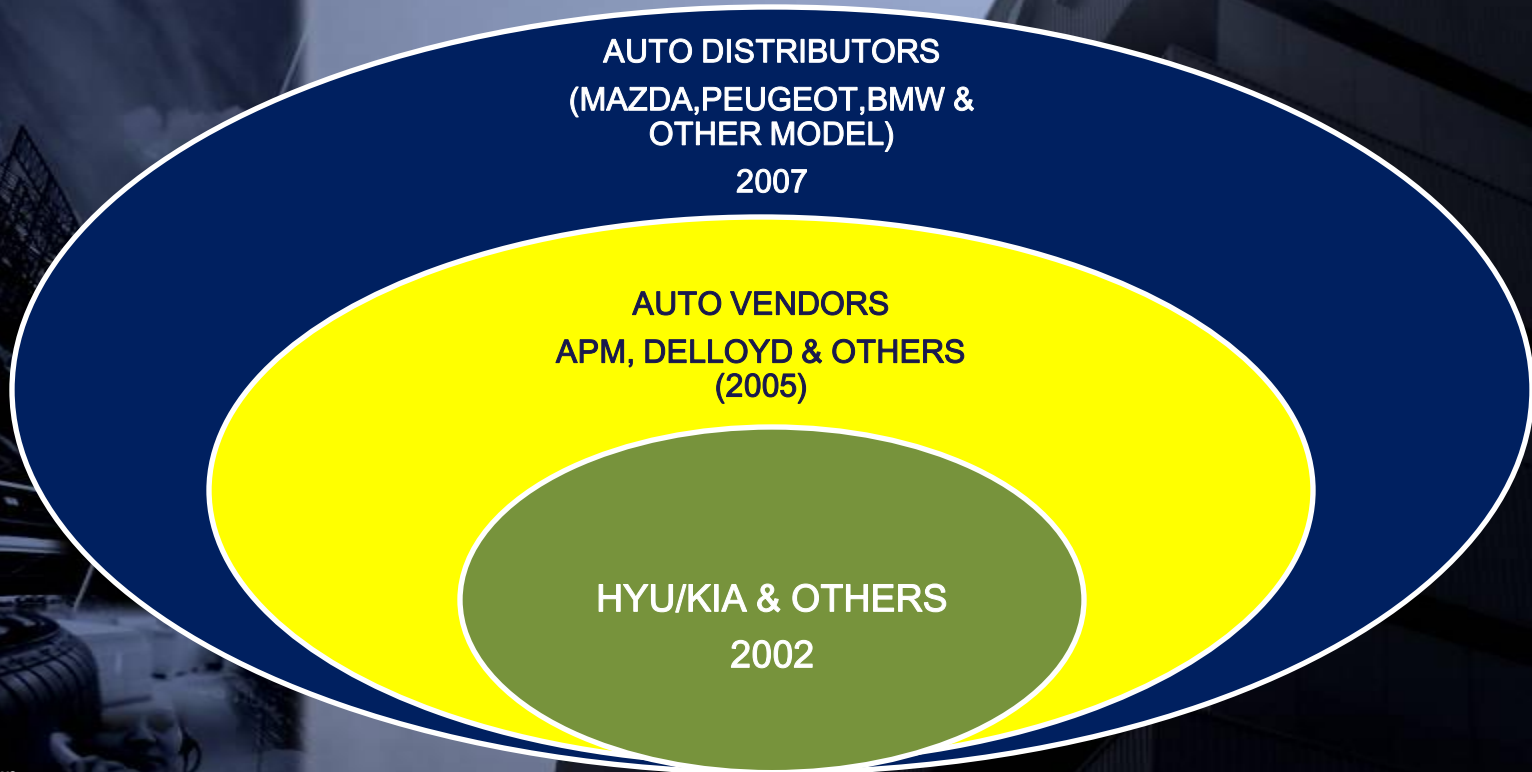
Warehousing, Off Dock CY & Inventory Management

4PL Procurement Services

5PL Assembly

PKT Automotive Logistics Growth

2002-2007



2008 : Beginning of The Second Wave of Growth



Company's
Transformation
Programme (CTP)

**TRANSFORMATION
PROGRAMME**

CTP : Wawasan 60:40

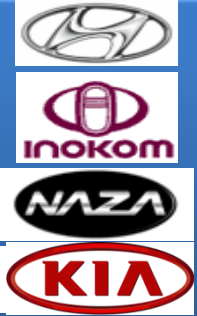
In 2008, PKT envisioned a 60:40 revenue split between Automotive and Non-Automotive segments. The Non-Automotive segment will be driven primarily by the FMCG industry. PKT targets to realize this vision by year 2017.



2017

Auto Customers

2002



2005-2006



2007



2008



2010



2011



2012



2013



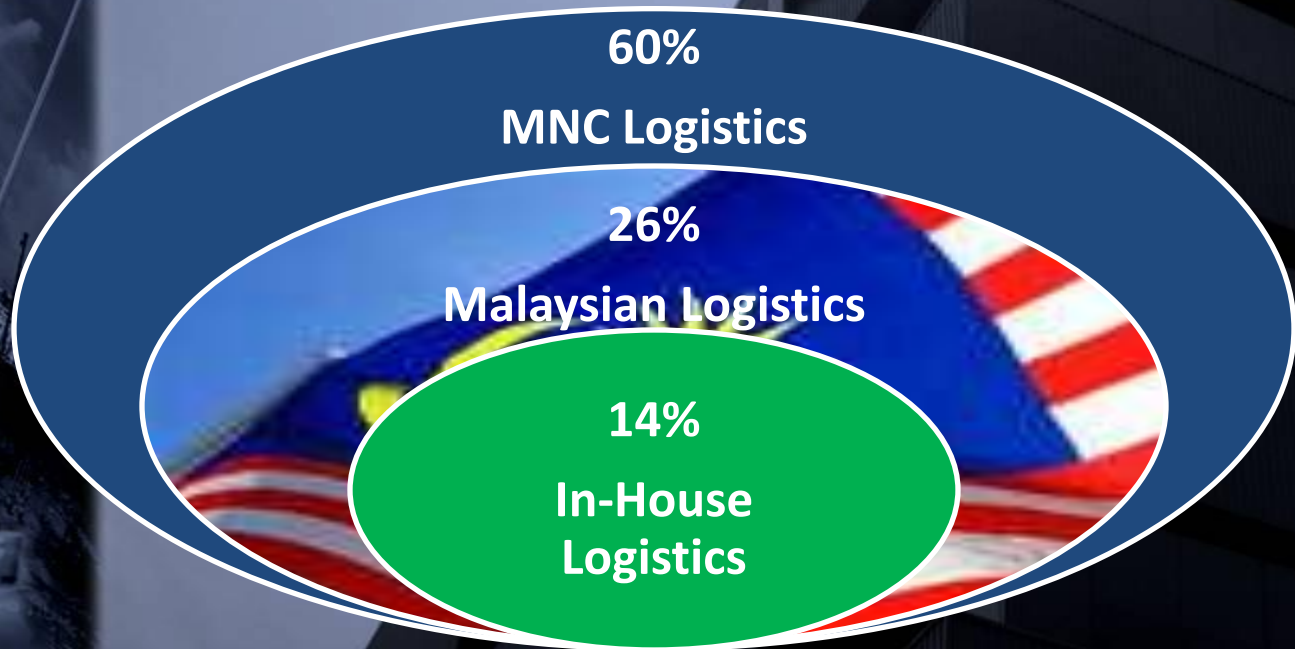
2014



2015



Revenue for the FMCG industry is estimated to be RM15 billion per annum in Malaysia
It's logistics cost is approximately 20% of its revenue or RM3 billion per annum.





Challenges faced by Malaysian Logistics Providers

Negative Perception towards Malaysian Logistics Providers by MNC Manufacturers

Not Speaking the Same “Language”

Low Investment in ICT

Lack of Skilled Manpower

Low Awareness of Environmental Issues

Poor Knowledge and International Experience

No International Certifications and Standards

Not Investing in World Class Infrastructure



Our Strategy

How To Compete and Capture Market Share
from MNC Logistics Companies

Investments in State of the Art Infrastructure

Investments in ICT, WMS, TMS and ERP

Investments in Manpower & Training

Repatriate Local Experts from Overseas

Investments in Green Concept Facilities

Implement Sustainable Practices

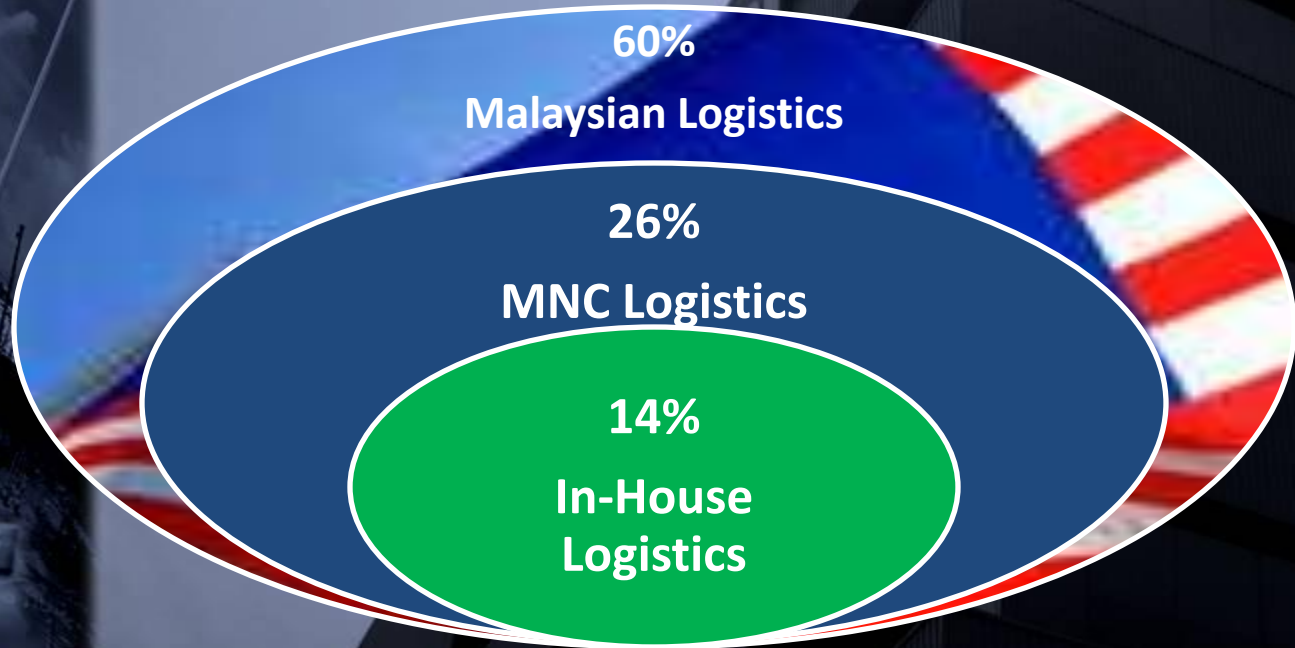
Strategic Assistance between Government and
Private Sectors (IILS)

Move Up the Value Chain

PKT Leading the Way

Contribute towards providing Critical Mass for change.

Moving Malaysian Logistics from 26% to 60%



Wawasan 60:40 Strategy



Automotive Distributors



Automotive Vendors



F&B



FMCG & Others



CTP : Wawasan ASEAN 30

In the same year of 2008, PKT built on our existing Automotive business and expertise to penetrate into ASEAN countries and thus, a secondary objective, Asean30 was envisioned.

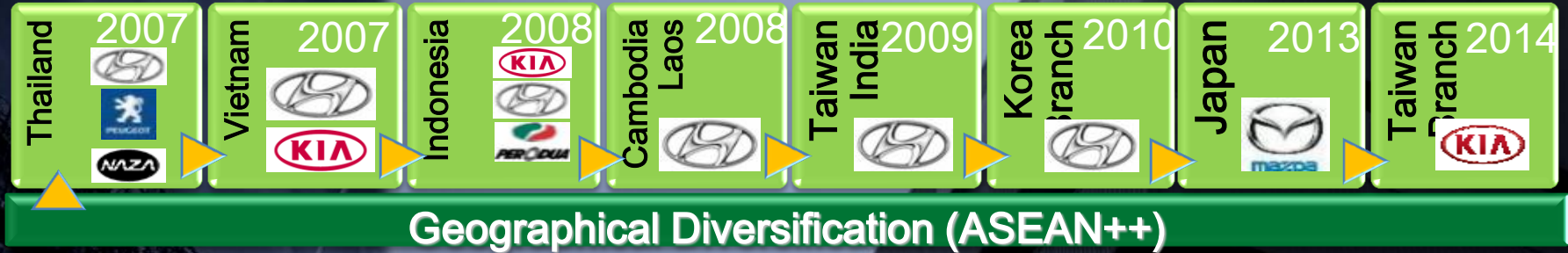
WAWASAN
sixty40

2017

WAWASAN
asean30

2016

Strategy



2015
Indonesia
Branch

CTP : Wawasan 1B

In 2008, having set our 2 goals into motion, it was POSSIBLE to reach for the ultimate vision of RM1,000,000,000 by 2017

WAWASAN
1B

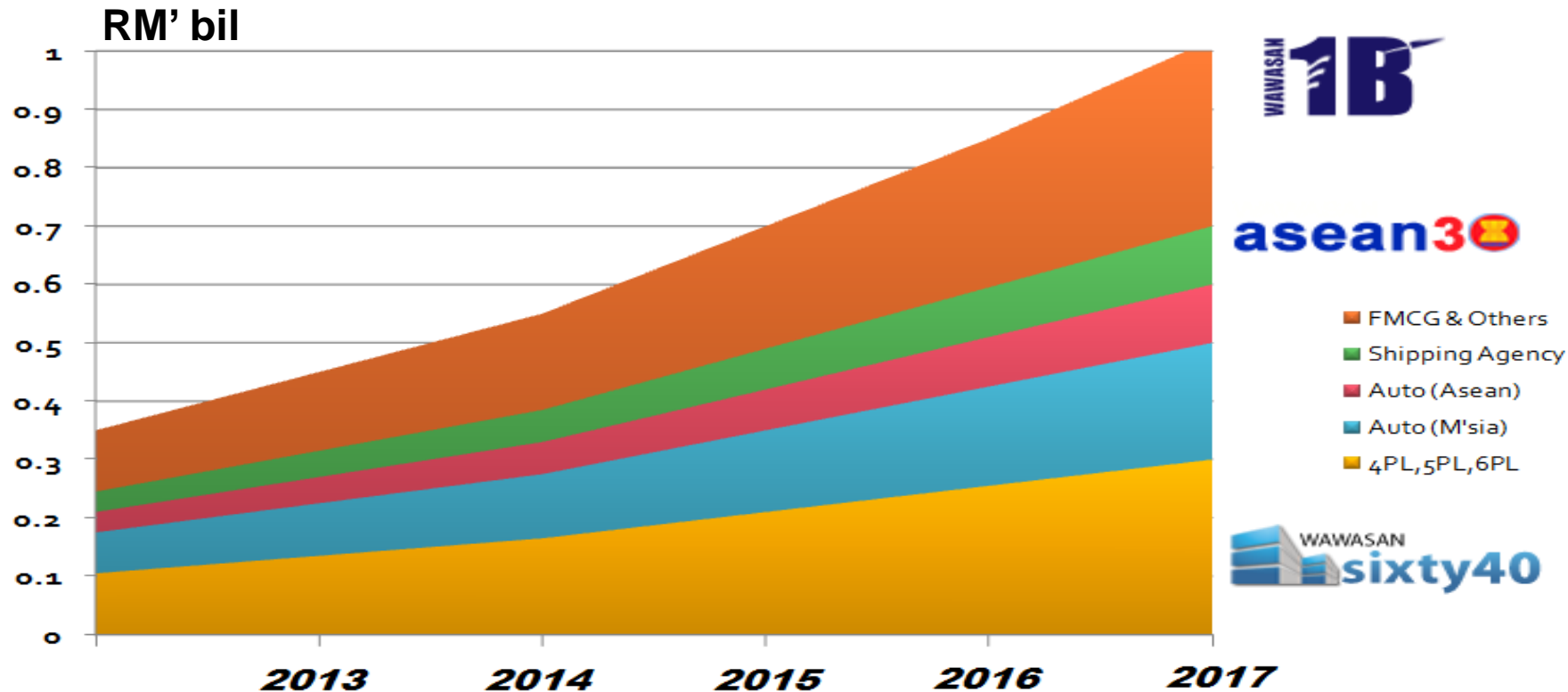
WAWASAN
sixty40

2017

WAWASAN
asean30

2016

PKT's Roadmap to 1B



Transformation begin



THE SHIP, SHAH ALAM (1st Generation)

- 150,000 sq. ft warehouse plus 33,320 sq .ft. office space
- 10 acres of land
- 10,000 pallet locations plus automotive parts shelving system
- 34 loading bays
- TAPA ready
- Completed September 2009. (Total Investment Value = RM40 million)

Homegrown in Malaysia and now moving
into ASEAN ++



THE WAVES, SHAH ALAM (2nd Generation)

- 377,689 sq. ft. build up
- 17 acres of land
- 1,200 tons of steel and 1,344 CBM of concrete
- 34,622 pallet spaces and 20,600 sprinklers
- FM Global compliant
- Go Green concept
- Completion October 2010. (Total Investment Value = RM80 million)

The Lighthouse

PKT's 3rd Generation Warehouse



- Tallest warehouse in Malaysia
- Built-up area – 242,278 sq ft
- Electronic and electrical logistics capability with TAPA certification
- Built-in solar panels to generate green energy
- Recycling of rain water for general usage
- LED Lighting System (energy saving, longer lifespan with dimming controllers)
- The 1st Green Building Index (GBI) certified warehouse in Malaysia

WE ARE THE TOP 30 GREEN CATALYSTS IN MALAYSIA



On 29th January 2015, PKT has been recognized and awarded as one of the Top 30 Green Catalysts company in Malaysia. The award was presented at GreenTech Awards Gala Dinner at Majestic Hotel, KL.



**THE LIGHTHOUSE:
THE FIRST WAREHOUSE
TO RECEIVE GBI GOLD**



one logistics hub™

One Logistics Hub in Shah Alam, Malaysia

2008 - 2014



The Lighthouse

The Ship

The Waves

The Sea of Pineapples

First Concept Logistics Hub in the World!

one logistics hub

3 Buildings Talking To Each Other

The Lighthouse

The Ship

The Waves



First Concept Logistics Hub in the World!!!



A Self-Sustaining Logistics Hub 2008-2014



THE LIGHTHOUSE



THE SEA OF PINEAPPLES



THE LIGHTHOUSE

THE SHIP

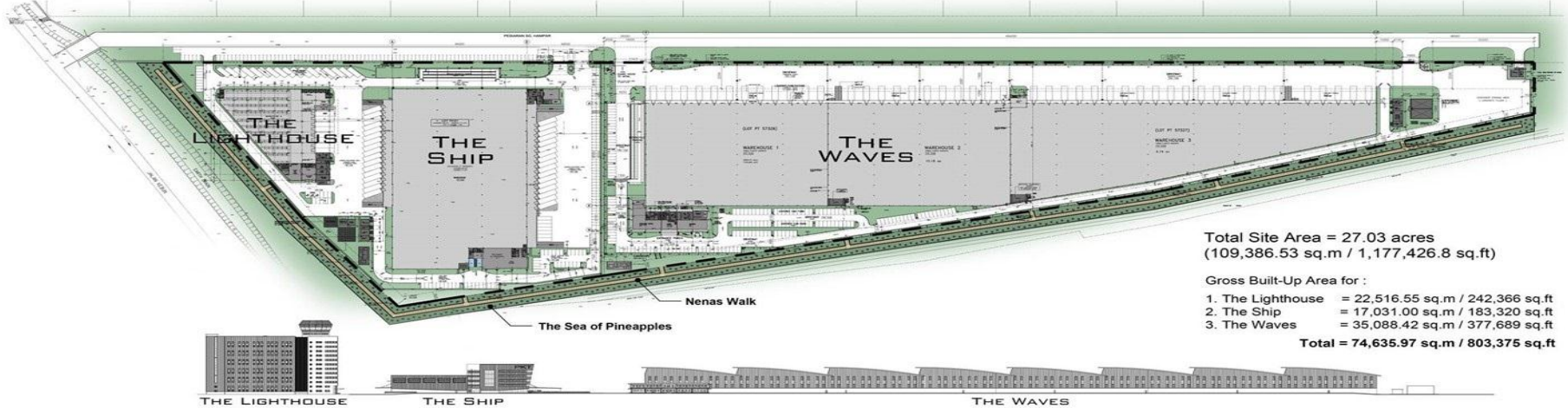
THE WAVES



THE SHIP



THE WAVES



Total Site Area = 27.03 acres
(109,386.53 sq.m / 1,177,426.8 sq.ft)

Gross Built-Up Area for :

1. The Lighthouse = 22,516.55 sq.m / 242,366 sq.ft
2. The Ship = 17,031.00 sq.m / 183,320 sq.ft
3. The Waves = 35,088.42 sq.m / 377,689 sq.ft

Total = 74,635.97 sq.m / 803,375 sq.ft



Our Future Plans

PKT's L.E.A.N hubs in Malaysia



vendors
function



One Eastern Hub
in Kuantan Port, Malaysia
5th Generation Warehouse

One Eastern Hub (The Glacier)





gymax

gymax cafe

MAERSK
SEALAND



THE GLACIER

The Glacier
The Glacier



2013 - 2018

One Auto Hub
The next ASEAN Automotive Hub

One Auto Hub In Batu Kawan, Penang



LOCATION PLAN

PROPOSED ONE AUTO HUB IN BANDAR CASSIA, BATU KAWAN, PULAU PINANG FOR PKT LOGISTICS (M) SDN BHD.

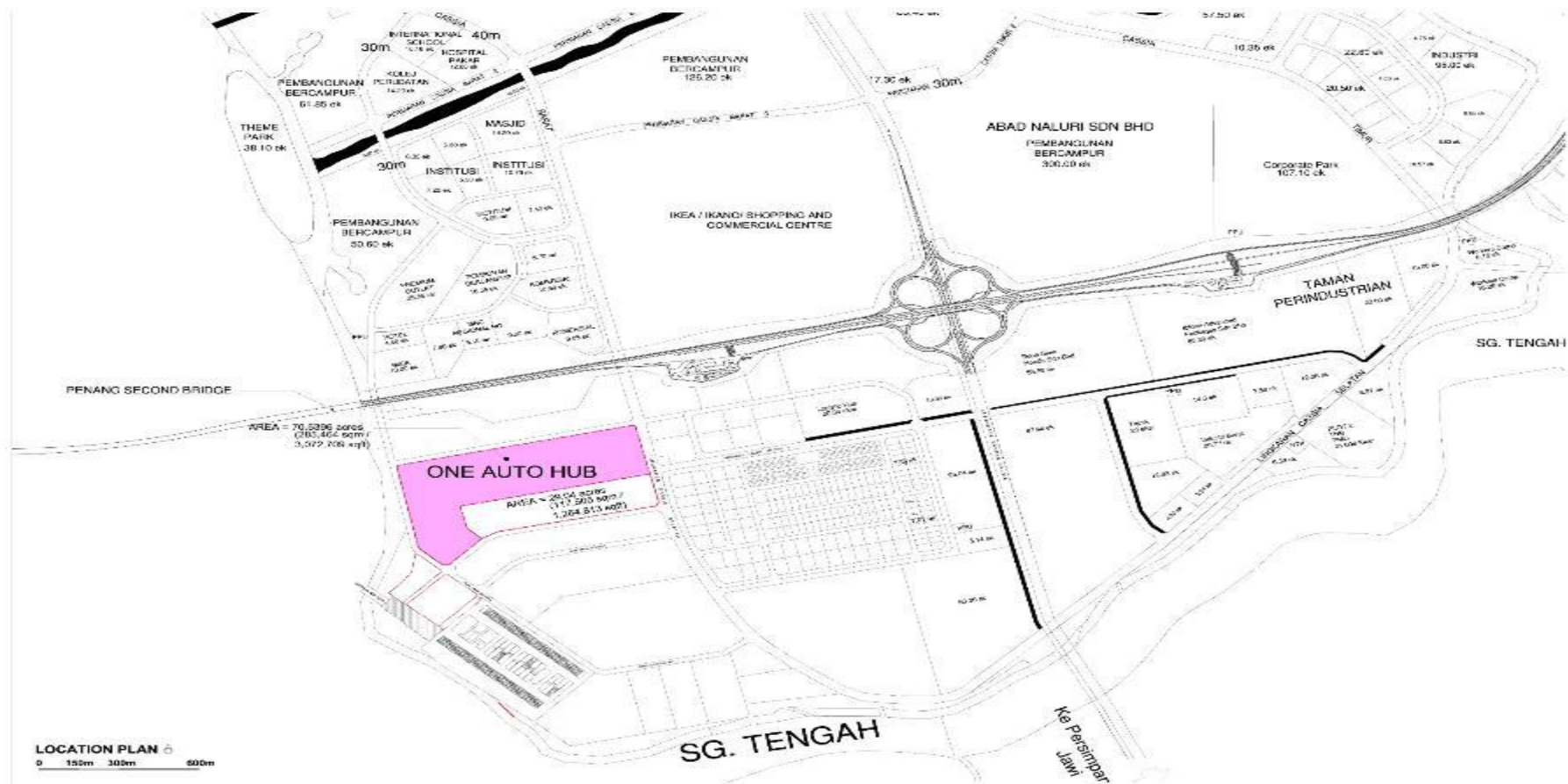


PENANG SECOND BRIDGE

BATU CASSIA,
BATU KAWAN

ONE AUTO HUB

One Auto Hub next to Penang 2nd Bridge

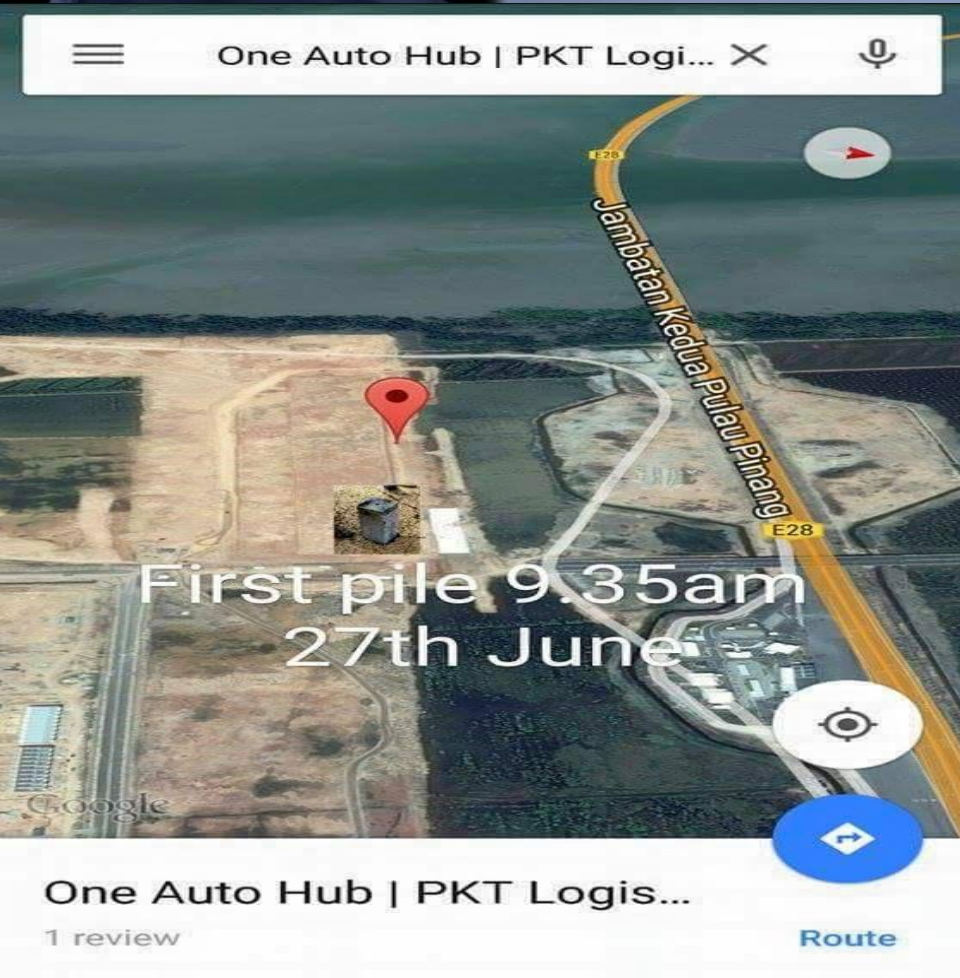


LOCATION PLAN
0 150m 300m 600m

PROPOSED ONE AUTO HUB IN BANDAR CASSIA, BATU KAWAN,
PULAU PINANG FOR PKT LOGISTICS (M) SDN BHD.

KUN LIM ARCHITECT
www.kunlimarchitect.com
10 MARCH 2014

One Auto Hub next to Penang 2nd Bridge





Vendors' Park

Automotive Boulevard,
& 4S Centre

Warehousing, Module
Assembly & After Sales

Container
Yard

The M
Sports
Centre

The
Andaman
Wharf

Al fresco
Restaurant

Hawker
Centre

Retails
&
Shopping
Mall
Lodge

The
Mangrove
Walk &
Wildlife
Sanctuary



The 12Waves

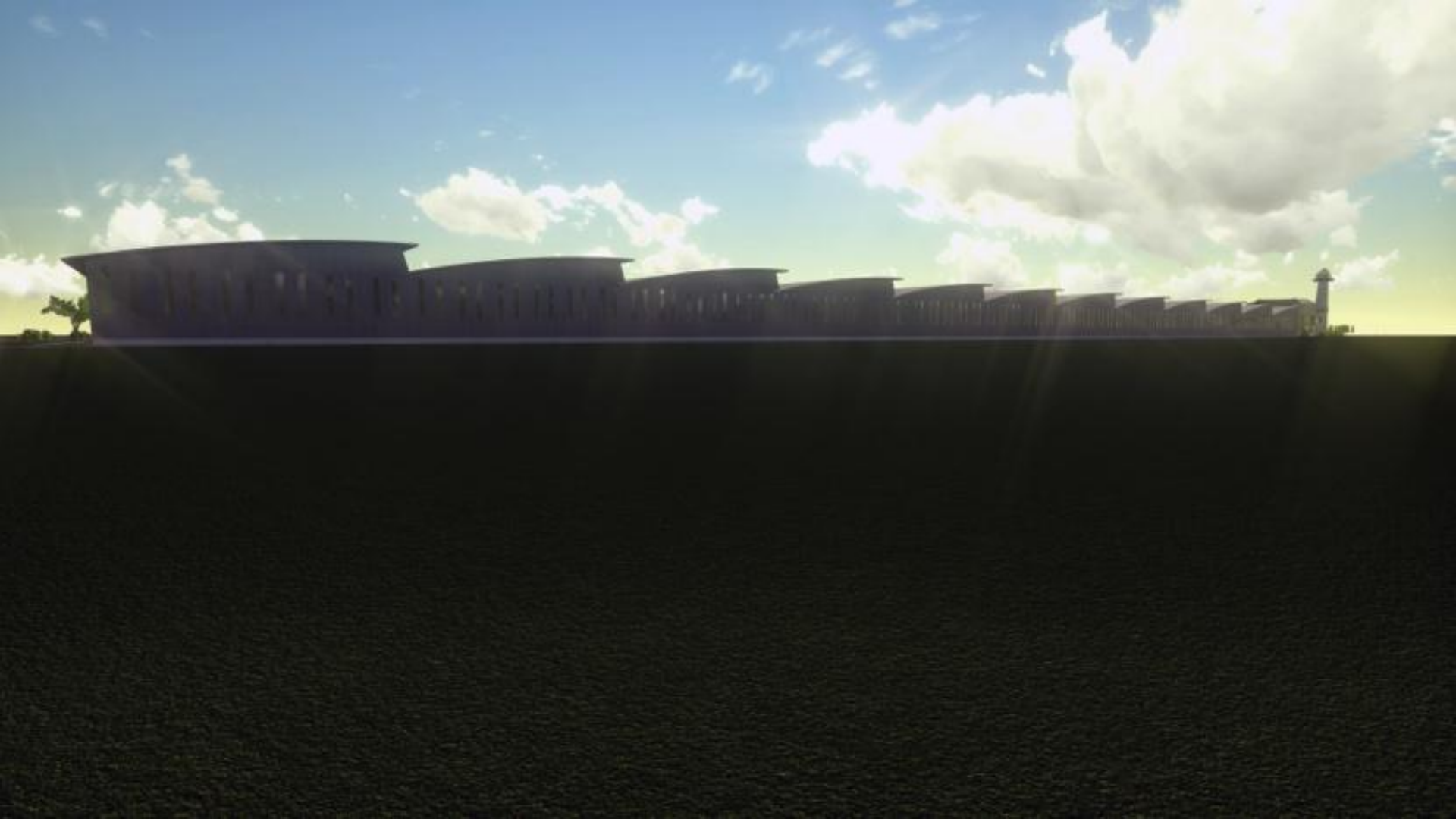


THE SHIP CAMPUS



THE
LIGHTHOUSE
LODGE









THE AUTOMOTIVE BOULEVARD





WHARF

THE SHIP CAMPUS
THE LIGHTHOUSE LODGE
DORMITORY
THE AUTOMOTIVE BOULEVARD
THE ANDAMAN WHARF







THE SHIP CAMPUS



THE SHIP CAMPUS

THE SHIPHOUSE LOOK

























7 Wonders of Modern Architecture



The 12 Waves

The Ship Campus

The
Lighthouse
Lodge

PKT One Auto Hub

Eversendai wins RM120m Penang award



Artist impression of the 12 Waves project. - Pic courtesy of Eversendai

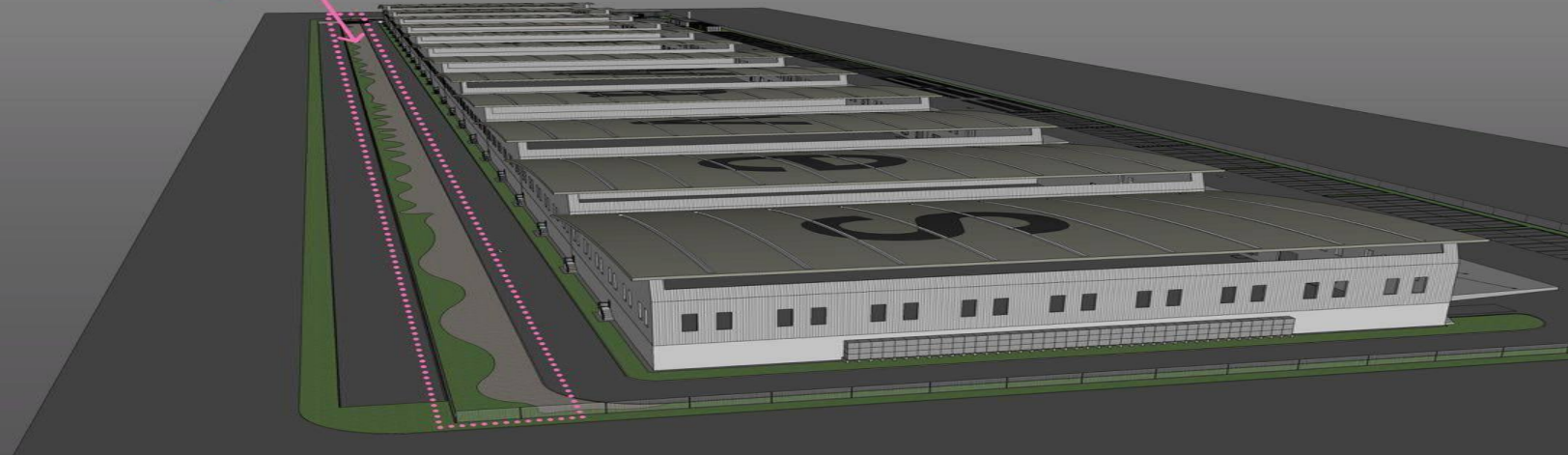
KUALA LUMPUR, Feb 9:



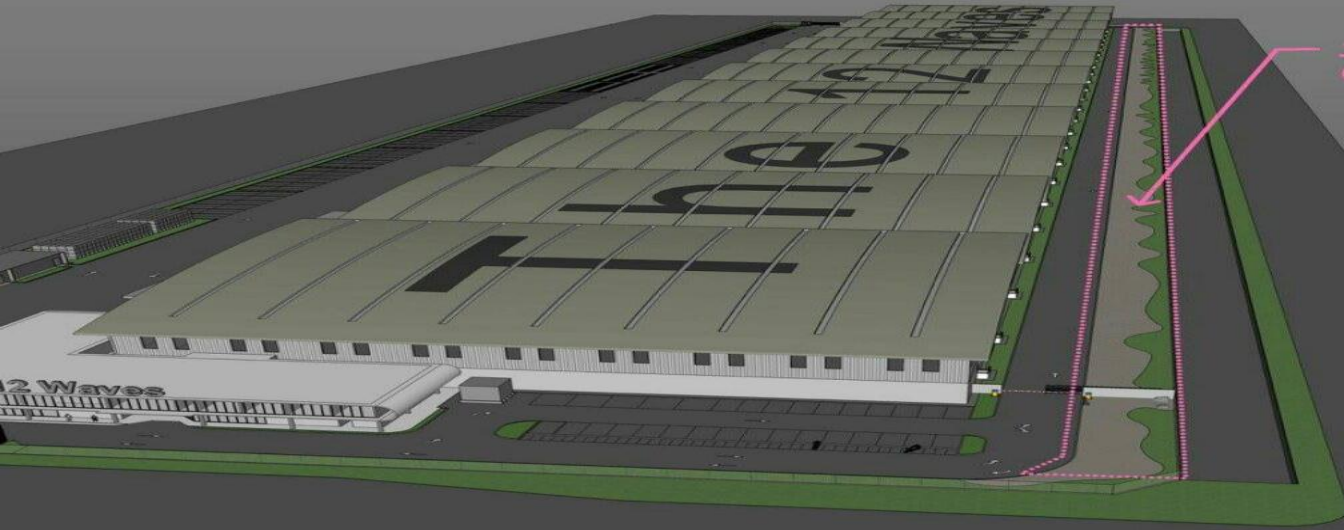




Japanese Sakura Pathway
(730m Length x 8m Width)



Japanese Sakura Pathway
(730m Length x 8m Width)





Me and my dream...



One Auto Hub Progress



One Auto Hub Progress



One Auto Hub Progress



One Auto Hub Progress



One Auto Hub Progress



One Auto Hub Progress



One Auto Hub Progress



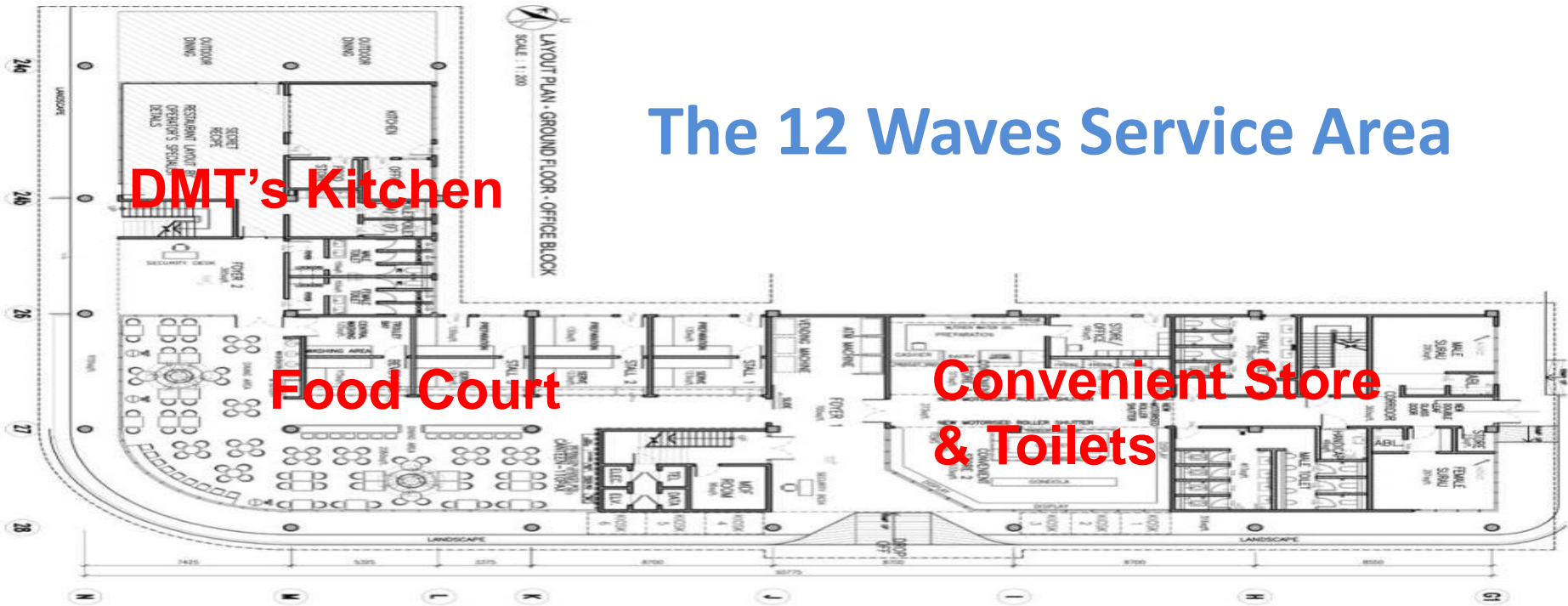
The 12 Waves S.A.

The 12 Waves Service Area

DMT's Kitchen

Food Court

Convenient Store
& Toilets



Convenient Store



Convenient Store



Convenient Store



Public Toilets



Public Toilets



Food Court



Food Court



Food Court



DMT's Kitchen



The 12 Waves Office Suites & Hospitality Area



The 12 Waves Flexi Boardroom



The 12 Waves Garage Lounge



The 12 Waves Themed Boardroom



The 12 Waves DMT's Garage Lounge



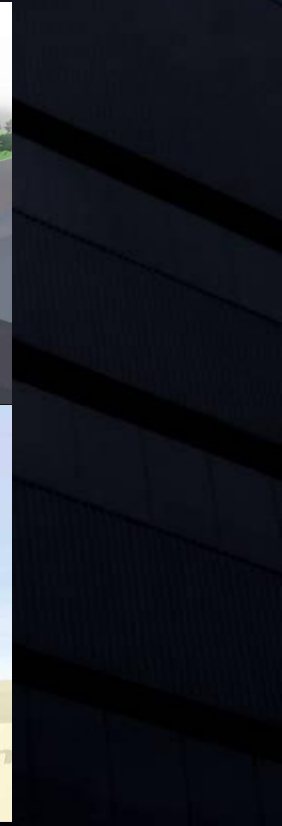
The 12 Waves

4th Generation Office



Coming Soon!!!

The Ship Campus 2017/2018



the philosophy



Dream of it,
Talk about it,
Plan for it,
Work on it,
Get it!



Dato' Michael Tio
The CEO
PKT Logistics Group Sdn Bhd