A Joint Development by Ascendas & UEM Sunrise
@ Iskandar Malaysia
Ascendas-Singbridge
Leading provider of integrated and sustainable urban business environments
Organisation Structure

Temasek + JTC
51:49 Partnership

ascendas

Singbridge

Singbridge
Ascendas-Singbridge Synergies

- Strong track record in two of Asia’s largest markets outside Singapore—China and India
- Combination of upstream and downstream urbanisation activities
- Pan-Asia presence with 29 cities across 10 countries
- Access to wide customer base
- Ability to tap on patient capital resources and global connections
Our Experience in Singapore

Food Axis

FoodXchange

- Business & Science Parks
- Hi-Tech Industrial
- Light Industrial
- Logistics & Distribution Centers
- Warehouse Retail Facilities
These customers operate in highly converged industries that manufacture sophisticated and high-tech products:

- Abbvie
- Actelion Pharmaceuticals
- Ajinomoto
- Akzo Nobel
- Amkor
- AMRI
- Applied Material
- AT&T
- Avaya
- Baidu
- Beneo
- Cerebos
- Cisco Systems
- C3i
- Cardinal Health
- Catalent
- Chr Hansen
- Creganna tactx Medical
- Epoch Electronics
- Du Pont
- ExxonMobil
- Ferrero Asia
- FMC Corporation
- Firmenich
- FrieslandCampina
- GE
- Grundfos
- Han’s
- Hewlett Packard
- Hitachi
- Honeywell
- Hoya
- HSBC
- Huawei
- IBM
- ICON
- INC Research
- Ingredion
- INSEAD
- International Flavors & Fragrances
- Johnson & Johnson
- Kellogg’s
- Kemin
- Kerry Ingredients
- Konica Minolta
- Liwayway
- Merlion Pharmaceuticals
- Mitsui Chemical
- Merck
- MSD
- Nissin Foods
- Ogawa
- Palsgaard
- Panasonic
- Pfizer
- P&G
- PPD Global
- Purac
- Rikevita
- Quintiles
- Samsung
- Silesia
- Seagate
- Shimadzu
- Siemens
- Sigma-Aldrich
- Societe Generale
- Standard Chartered
- San-Ei Gen
- Super Coffee
- Syngenta
- Tata Consultancy Services
- Takasago
- Three-Five Systems
- Teradyne
- Terumo
- Vitablend
- Volex
- Woori Bank
- WIPRO
- YUM!

Highlighted in red are our customers in Food industry.
NUSAJAYA TECH PARK: A New Benchmark in Industrial Space in Iskandar Malaysia By Ascendas & UEM Sunrise
Our JV Partner - UEM Sunrise

**UEM Sunrise** is the flagship company for property business for UEM Group and Khazanah. It is listed under Bursa Malaysia with current market capitalisation of USD 3.1 bil (RM9.8 bil).

**UEM Sunrise** is the master developer and main landowner of the award-winning Nusajaya. Key developments include:

- Kota Iskandar
- Puteri Harbor
- Southern Logistics Industrial Clusters
- Bio-XCell
- Mall of Medini

Nusajaya is the Winner of FIABCI Prix d’Excellence 2012 Master Plan Category
Nusajaya Tech Park
Collaboration of Two Major Real Estate Players
Ascendas & UEM Sunrise

Ascendas in deal to build $1.5b tech park in Iskandar

By YASMIN YAHYA
ASCENDAS Land International has linked a joint venture agreement with a unit of Malaysia’s UEM Land to develop a technology park in Iskandar Malaysia in Johor.

The tech park will be located in Nusajaya, one of the five flagship zones in Iskandar. It has a projected investment value of $1.5 billion.

Ascendas will hold a 60 per cent stake in the joint venture while UEM, the real estate arm of Malaysian sovereign wealth fund Khazanah Nasional, will hold the

UEM Land in JV to develop tech park in Iskandar
“The Leaders also welcomed the development of the new Nusajaya Tech Park, which is a joint venture between Ascendas and UEM Sunrise Berhad. The 210-hectare Tech Park will cater to both multinational corporations and local small and medium enterprises in industries such as precision engineering; electronics; light and clean manufacturing; and warehousing and logistics. The Nusajaya Tech Park is expected to create jobs in high-tech industries, providing a strong push to the development of Iskandar Malaysia.”
Official Groundbreaking of Nusajaya Tech Park

“The proximity between Singapore and Iskandar provides the opportunity for investors to position their full value chain of business and manufacturing functions across both locations hence spurring the development of complementary industries,”

- Minister Lim Hng Kiang

“Iskandar Malaysia development in Johor will complement, rather than compete with, Singapore’s own manufacturing sector and continues its gradual growth as a business hub for Singapore companies that are eyeing overseas venture amid constraints at home.”

– Minister Dato’ Sri Mustapa Mohamed
Ascendas’ Support to Industry, Government and Country

Mission in ECOSYSTEM DEVELOPMENT:

Ascendas works to bring Industry, Government and Community together.

- **INDUSTRY** looks at market growth, availability of resources and business supports for growth.
- **GOVERNMENT** attracts investments, provides stable environment and efficient processes to enhance economic growth.
- **COMMUNITY** is trained to provide human resources. Also refers to the ecosystem.

**Ascendas** provides the INFRASTRUCTURE and acts as a conduit in the industry ecosystem.
WHY ISKANDAR MALAYSIA?
Key Considerations

Malaysia’s macroeconomic perspective
- Penang, Selangor and Johor are the most sought after states for investments
- One of the best infrastructure in ASEAN
- A key driver is the proximity to Singapore

“The wealth they have in Singapore could certainly benefit Malaysia as well, and Malaysia’s hinterland will benefit Singapore,” “I told Prime Minister Hsien Loong ‘I don’t mind, you can be the Manhattan, we’ll be New Jersey. But we’ll prosper together.’”

- PM Dato’ Sri Mohd Najib bin Tun Abdul Razak
30 April 2013

Singapore’s macroeconomic perspective
- While Singapore is a key hub for ASEAN and Asia, it has limited land resources
- Win-Win partnership - Singapore-Iskandar twinning makes economic sense
- Everyday, about 150-200,000 Malaysians crosses the border to work in Singapore

“We look forward to more cooperation on industrial and manufacturing activities between Singapore & Iskandar Malaysia. Such investments are win-win: they create more and better jobs for both our peoples. “

- PM Lee Hsien Loong
7 April 2014
Overview of Iskandar Development Region

Five flagship zones designated as key focal points for development in Iskandar Malaysia. Nusajaya Tech Park is located within Zone B.

A  JB City Centre
Financial services, commerce and retail, arts and culture, hospitality, urban tourism, plastic manufacturing, electrical and electronics (E&E) and food processing.

B  Iskandar Puteri
Johor State New Administrative Centre (JSNAC), Southern Industrial and Logistics Clusters (SiLC), Medical Park, EduCity, Puteri Harbour, International Destination Resort (Theme Park) and Nusajaya Residences.

C  Western Gate Devt
Port Of Tanjung Pelepas (PTP)

D  Eastern Gate Devt
Electrical and electronics (E&E), chemical, oleochemical, chemical biofuels, food products, engineering-based industries, ports and logistics, warehousing, research and development (R&D) and plastics.

E  Senai-Skudai
Senai Airport

Source: IRDA
Strategically located in Flagship B: Iskandar Puteri
24,000 acres of Residential, Education, Commercial and Industrial Development
KL-Singapore High Speed Rail Connectivity
Announcement of proposed Malaysia stops and Singapore Terminus site an impetus for Nusajaya Tech Park
The terminus for the high-speed rail link between Singapore and Kuala Lumpur will be sited in Jurong East, a move that is in line with plans for the area to be Singapore’s second central business district.

But the ambitious rail link, billed by the leaders of both countries as a “game-changer”, will not be completed by the original target of 2020.

The new target date will be announced after both sides have agreed on all major issues of the project. And the deadline for this agreement is the end of this year.

Speaking to reporters after their annual retreat yesterday, Prime Minister Lee Hsien Loong and his counterpart Najib Razak said the 2020 date was unrealistic owing to the complexity of the 350km route.

But both pledged their full commitment to realising the link, calling it the most important project on the current bilateral agenda.

First conceived at their 2013 retreat, the high-speed link will cut travel time between the two cities from the current two hours to just half an hour.

Malaysian PM Najib Razak (left) and PM Lee Hsien Loong speaking to the media at their annual leaders’ retreat at Shangri-La Hotel yesterday. Both pledged their full commitment to realising the high-speed rail link, calling it the most important project on the current bilateral agenda. ST PHOTO: ONG WEE JIN
ENABLING BUSINESSES IN ISKANDAR MALAYSIA
Nusajaya Tech Park
Supported by Various Agencies and Platforms

Customers
(Malaysia, Singapore and Ascendis)

Nusajaya Tech Park

Partners
(SBF, SMF, SFMA, SCCCI, Foreign Chambers, banks etc)

Agencies
(IRDA, MIDA, i2M, EDB, IE Singapore, JTC, SPRING)

Platforms
(Industrial Cooperation Work Group, Malaysia-Singapore Business Council)
Facilitating Business Needs
Relevant Government stakeholders in Malaysia
Nusajaya Tech Park
Prime Location in the Heart of Iskandar Puteri (Iskandar Zone B)

One of the Nearest Industrial Sites to Tuas Second link
- 5-min drive from the Malaysian CIQ Complex at Second Link
- 44-min drive from the Singapore Changi Airport

Excellent Connectivity
- Easy access to Singapore via 2 major links (Tuas Second Link and Woodland Causeway)
- Close proximity to Port of Tanjung Pelepas (PTP) and Gelang Patah Interchange.
- Supported by world-class port, PSA Port, via road link.

Legend
- Time to Sea Ports
- Time to Airports
- Time to City Centre

Future Tuas Port*
- Ready in 2020
- 65 million TEUs per year when completed

Source: Port of Tanjung Pelepas website & Martime Port Authority of Singapore
Gerbang Nusajaya
Comprehensive Development Masterplan

NUSAJAYA TECH PARK - Catalytic Project for Nusajaya’s Phase II Development

Located near the proposed High Speed Rail station in Nusajaya
Gerbang Nusajaya
Comprehensive Development Masterplan

7,700 units of Affordable Housing

- Johor Affordable Homes – RM150,000
- Johor Community Housing Type A – RM42,000
- Johor Community Housing Type B – RM80,000
- Medium-cost Shops – RM200,000
GERBANG NUSAJAYA

Unrivaled Proximity
5 mins from CIQ

A Development by Ascendas and UEM Sunrise

FASTrack Iskandar

Proposed Downtown Core [CBD]

To Port of Tanjung Pelepas

To Port of Kuala Lumpur

East Ledang

Leisure Farm

Sungai Pulai Mangrove Forest

Proposed Gateway District

CIQ Complex

To Tuas/ Singapore
Nusajaya Tech Park

AERIAL VIEW

519-acre Freehold Development
NUSAJAYA TECH PARK
Target Industries

Eco-system of Industry Clusters

- Electronics
- Pharmaceutical & Medical Devices
- Food Processing
- Data Centres
- Consumer Pdts (FMCGs)
- Logistics & Warehousing
- General Engineering Services
- Precision Engineering
- Electronics
- Pharmaceutical & Medical Devices
- Food Processing
- Data Centres
- Consumer Pdts (FMCGs)
- Logistics & Warehousing
- General Engineering Services
- Precision Engineering
Design Strategies

a. Integrated landscape and amenity strategy
b. Unique design concept
c. Maximizing visibility and branding
d. Maximizing security
e. Maximizing operational efficiency
f. Maximizing functional flexibility
g. Differentiated sustainability strategy
Nusajaya Tech Park
Well-conceived Masterplan designed to International Greenmark Standard
Integrated Park Planning & Design

Amenities centrally accessible and located within a 400m/5-minute walking radius from factories

Central Park and F&B Outlets

Future Commercial Development
Long-term Sustainability
Building verdant landscapes and sustainable environments

Cutting-edge eco strategies towards sustainable business, environmental and community growth.

Future-ready industrial infrastructure:
- Reduces companies’ long-term operating costs
- Minimizes carbon footprint
- Encourages sustainable green efforts among community
Eco-features for Sustainability

- Green Transport
- Energy Efficiency
- Water Management
- Material & Waste Management
- Environmental Planning
- Green Building

Artist's Impression
Holistic Security Masterplan
Designed by leading security solutions provider Certis Cisco; Balancing security with operational efficiency

TIER 1: Park Entrance
TIER 2: Cluster Entrances
TIER 3: Parcel Entrances
NUSAJAYA TECH PARK
Phase 1 (50 ha) Masterplan

Gelang Patah Interchange

< - To Kuala Lumpur
To Singapore - >

Ready-Built Factories

Central Green with F&B Amenities

Commercial and Retail Amenities
First Batch of Ready-Built Facilities Completed in Feb 2016
Strategic Collaboration with Telekom Malaysia
26 March 2015

HOW DOES IT BENEFIT COMPANIES?
- Ready fibre infrastructure for telecommunication services
- Access to high speed internet services
- Direct access to ICT services such as data centre and cloud services
- Collaboration to introduce smart service initiatives
Comprehensive Real Estate Solutions

READY-BUILT FACILITIES (RBFs)

- **Premium quality** factories built to Singapore standards
- **Freehold**
- **Semi-detached factories** with built-up area of:
  - approx 13,000 sq ft
  - approx 15,000 sq ft
  - approx 18,000 sq ft
- **Detached factories** with built-up area of:
  - approx 33,000 sq ft
- **Secured premises** supported by **quality amenities** and **reliable infrastructure**

BUILD-TO-SUIT FACILITIES (BTS)

- **Customised buildings**, ranging from 1ha onwards, built to customers’ requirements
- **One-stop hassle-free solution**: from design, construction and project management to on-going property management and even e-infrastructure services
- **Flexible financing solution**: Build-&-Lease option provides custom-built spaces which are leased back to companies upon completion
Proven Track Record in Build-to-Suit

Infineon Asia Pacific HQ, Kallang

We have chosen Ascendas as our developer because of their expertise and proven track record in property development. We are confident that they will be the best partner to deliver the new custom-designed Infineon Asia Pacific Headquarters.

Mr Low Kin Wah  President, Infineon Technologies Asia

Honeywell
Changi Business Park

NH Techno Glass
Tuas

138 Depot Road
Alexandra

DBS Asia Hub
Changi Business Park

Thales
Changi
One-Stop Solution for Customers

- Liaising & Approval Services:
  - Single Window Clearance
  - Building Plan
  - Factory License
  - Pollution Control Board
  - Other Approvals

- Tax & Business Consultant:
  - Business Advisory
  - Accounting Assurance
  - Taxation Transfer Pricing

- Banking & Financial Services:
  - Banking products and services for Corporates

- Manpower Services:
  - Recruitment Placement
  - HR Solutions

- Architects & Engineers:
  - Planning Architecture
  - Design Engineering
  - Construction Management

- Logistics Services:
  - End to end supply chain management solution

- Security Services:
  - Security, Staffing & Systems
  - Surveillance & Monitoring
  - Security Audit & Consultancy

- One Stop Service:
  - Setting Up of Company
  - Fit-out Services
  - Tie-Up with Banks
  - Security
  - Taxation
  - Manpower Recruitment & Training
  - Licenses
  - Property Management
Opportunities for Food Companies in Nusajaya Tech Park
Potential Benefits for Food Companies

- Be near the source of raw materials in Malaysia
- Twinning of food operations between Singapore and Malaysia, and use Malaysia facility for central kitchen/manufacturing
- Relatively lower operating cost
Possible Food Clustering Along 6 Themes

“Dairy”
Intermediary hub for blending and for recombined milk products

“Consumer Packaged Goods (CPG) companies/food retailers”
Local (Singapore/Malaysia) and regional market supply hub

“Chicken & fish food hub”
Hub for secondary processing and chicken/fish based ready-to-eat meals

“Ingredients suppliers”
Hub to capture ingredients flow or for research production and scale up of other ingredients

“Food services”
Manufacturing hub for local & global catering companies and ready to eat meals

“Chocolate/Confectionary”
Key chocolate hub focusing on chocolate-related downstream activities

Note: Food Zone park will be light to medium industries only and have no “dirty” industries, abattoirs or chimneys
Source: Khazanah
Solutions For Your Business Needs
Potential Food Cluster in Nusajaya Tech Park
Differentiating Factors of a Food Facility

• Co-location with like-minded food companies in single cluster
• Built to the specific requirements of food manufacturers
  – Grease trap
  – Hands-free taps for toilets
  – More floor traps
  – Air-tight facility
  – Special window design
  – Concrete wall design
  – Flat roof with pillars
  – Provisions for waste water treatment plant
  – Provisions for exhaust and fresh air intake
• Designed to comply with principles of HACCP
• Built by experienced developers with good track record in food facilities

IMPORTANT: The above are strictly for illustrative purposes and are subject to changes. Private & Confidential.
## Why should food companies come to Iskandar Malaysia?

<table>
<thead>
<tr>
<th>Favorable investment policies</th>
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</thead>
<tbody>
<tr>
<td>✓ <strong>Ownership</strong>: Manufacturing &amp; selected services sectors can be wholly foreign-owned</td>
</tr>
<tr>
<td>✓ <strong>Capital</strong>: Freedom to repatriate capital, interest, dividends and profits - No Restrictions</td>
</tr>
<tr>
<td>✓ <strong>Expatriate Posts</strong>: Liberal policy, based on the merit of each case</td>
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</tbody>
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<table>
<thead>
<tr>
<th>Strategic location</th>
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<tbody>
<tr>
<td>✓ Heart of a fast <em>growing Malaysian consumption market</em> (~7% real private consumption CAGR in last 10 years)</td>
</tr>
<tr>
<td>✓ Complementary proximity to Singapore for processing activities (15 min)</td>
</tr>
<tr>
<td>✓ Gateway to all ASEAN and major East Asian markets</td>
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</tbody>
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<table>
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<tr>
<th>Excellent infrastructure</th>
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<tr>
<td>✓ Near <strong>major ports</strong> (Port of Tanjung Pelepas (“PTP”), Johor Port and Port of Singapore Authority) along major East-West trade route.</td>
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<tr>
<td>▪ PTP is Malaysia’s largest and world’s 19th busiest container port—handled ~8.2m TEU (2014)</td>
</tr>
<tr>
<td>✓ <strong>Well-connected</strong> via road (N-S Malaysia expressway), rail and air (25 min to Senai International Airport and 45 min to Changi Airport)</td>
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<tr>
<th>Business competitiveness</th>
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<tr>
<td>✓ Ranked 6th most business-friendly economy¹</td>
</tr>
<tr>
<td>✓ English-speaking skilled workers at favorable wage levels</td>
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<tr>
<td>✓ Attractive and customised <strong>tax incentives</strong>²</td>
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<tr>
<th>Food-processing cluster</th>
</tr>
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<tbody>
<tr>
<td>✓ <strong>One of its kind</strong> in ASEAN</td>
</tr>
<tr>
<td>✓ <strong>Smart clustering of end-to-end food-processing value chains</strong> in one location</td>
</tr>
<tr>
<td>✓ <strong>Ecosystem of support services</strong></td>
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<tr>
<th>State-of-the-art industrial park management</th>
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<tbody>
<tr>
<td>✓ A <strong>world-class Industrial Park</strong> that caters to a diverse array of enterprises:</td>
</tr>
<tr>
<td>▪ <strong>Integrated community</strong> with F&amp;B, recreational, and residential facilities</td>
</tr>
<tr>
<td>▪ <strong>Customizable land</strong> plots, and <strong>infrastructure with connectivity</strong> in mind</td>
</tr>
<tr>
<td>▪ <strong>Value-added one-stop services to support businesses</strong> – e.g., flexible financing solutions, project management, building construction and business support services for quick start-up</td>
</tr>
</tbody>
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¹ Based on the findings from survey by The World Bank and International Finance Corporation
² For qualifying companies only

*Source: Khazanah; World Bank and IFC survey; MIDA website; EIU*
Thank You