



POIC LAHAD DATU

AN EMERGING LOGISTICS HUB FOR THE EAST ASEAN REGION

POIC

POIC Sabah Sdn Bhd



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POIC, THE COMPANY

Industrial Park Developer, Port Owner & Operator

- Set up in January 2005.
- Wholly owned by the state Government of Sabah under the purview of Ministry of Industry, Entrepreneurship and Transport (MINDET).
- 4,727 acres of **INTEGRATED INDUSTRIAL COMPLEX** designed to cater to light, medium and special/heavy industries.
- **MOST COMPREHENSIVE PORT** facilities in the Lombok-Makassar Straits comprising a Container Terminal, Dry Bulk Terminal, Liquid Bulk Terminal, Bulking installation facilities and a Barge Berth.
- **Subsidiaries:**
 - POIC SMJ Sdn Bhd
 - POIC Logistics Sdn Bhd
 - POIC Trading Sdn Bhd
 - POIC Bulk Terminal Sdn Bhd
 - POIC Utility Services Sdn Bhd
 - POIC FZ Sdn Bhd
 - LD Aeroport Sdn Bhd



2

OUR PRODUCTS

Products @ POIC LAHAD DATU

INDUSTRIAL LAND (SALE/LEASE)

- Prepared land

- With basic infrastructure
- 99 years leasehold
- 0.80 ac – 10 ac (to cater for SMEs)
- Lease (RM1.46 – RM 2.37 per sq.ft/annum)

As is where is basis land

- Land more than 20 acres
- Available for lease only

BULKING STORAGE FACILITIES

- Storage for edible oil/ non edible
- 2,000 MT x 10 Tanks

COMMERCIAL DEVELOPMENT

- Shop lots & shop offices
- SMI ready built factory & showroom
- Residential
- Office for rent
- Ready-built warehouses (rental from RM1.25 psf/month onwards)

INTEGRATED INDUSTRIAL PARK WITH COMPREHENSIVE PORT in One Location

Total Land: 4,727 acres (1,300 acres Developed - Ph. 1, 2 & 3A)

Barge Berth



Bulking Tank



Pipe Rack



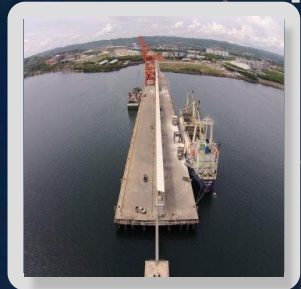
Pipe rack facility

Ph 2 – 502 acs

Ph 1 – 600 acs

Ph 3A – 413 acs

Ph 3 – 2,600 acs



Dry Bulk Terminal

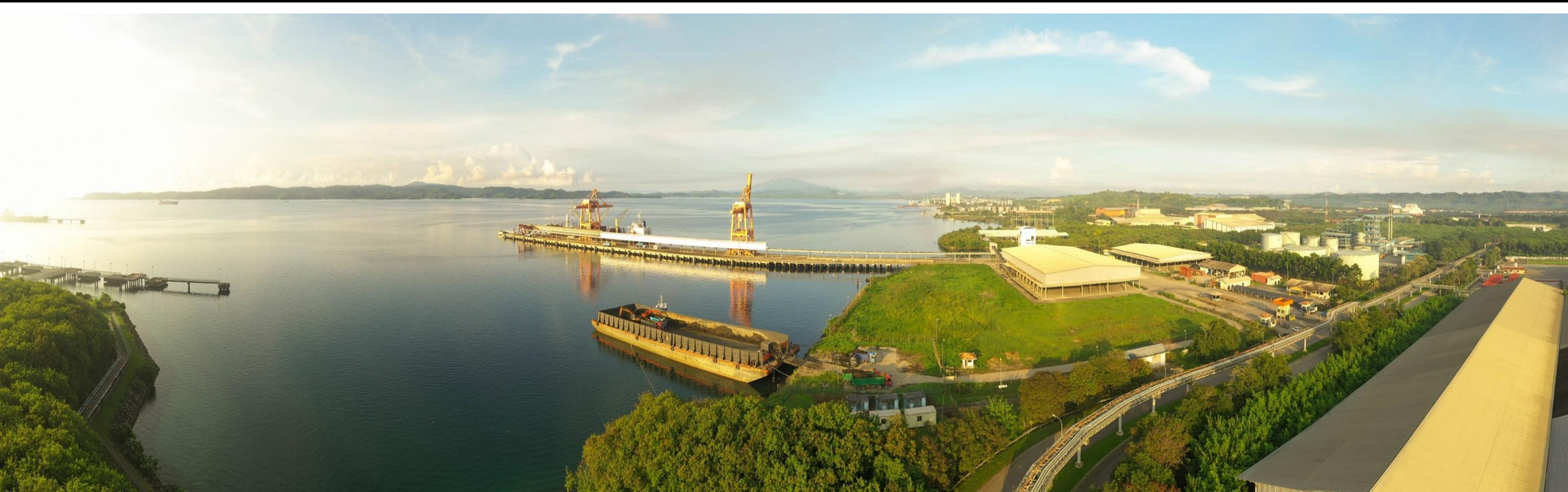


Liquid Bulk Terminal



Container Terminal

Dry Bulk Terminal



BERTH NO.	LENGTH	DRAFT (M)	MAXIMUM VESSEL SIZE (DWT)
1	188	12.8	60,000
2	138	10.8	10,000
3	188	9.2	30,000
4	138	9.2	10,000

POIC Barge Landing Place

Berth

1

Draft

5M

Barge Size

8,000 DWT



Side Berthing Upgrade Soon

Advantages

- Increase in loading & discharging speed
- Can accommodate more barges at any one time
- Can load and discharge various types of cargoes with no restrictions
- Can accommodate small size vessels

Year 2013 – 2025

672,503.88

Throughput (MT)

Cargo

Stone, river sand, heavy equipment, SBE, PKS, EPP

Country

Malaysia, Indonesia, Thailand, Brunei

Liquid Bulk Terminal



BERTH NO.	DRAFT (M)	MAXIMUM VESSEL SIZE (DWT)
1	20	100,000
2	20	100,000
3	12	20,000
4	12	20,000
5	12	3,000
6	12	6,000
7	12	3,000

CARGO HANDLING:

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

POIC Bulking Installation



Located at POIC Phase 1, nearby POIC Liquid Bulk Terminal

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

Container Terminal

- ✓ Design Capacity~250,000 TEU's / annum
- ✓ Current capacity - 50,000 TEUs / annum

- Quay Crane Weight Handling 20' 28 MT / 40' 35 MT
- Container Yard (640,000 sq.ft.)
- Container Freight Station 34,000 sq.ft. (45 meter x 68 meter)



STORAGE FACILITIES	No. OF GROUND SLOTS	BERTH NO.	LENGTH (M)	DRAFT (M)	MAXIMUM VESSEL SIZE (DWT)
Inbound yard	156	1	308	15	65,000
Outbound yard	162				
Empty container yard	222				
IMDG Yard	72				
Reefer yard	36				



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BUSINESS OPPORTUNITIES



Port & Logistics

Free Trade Zone / Bonded Facilities

Regional Break-bulking & Consolidation Hub

Shipyards (Building & Repair)

(Heavy Machineries, Equipment, Vehicles, Repair & Assembling – for BIMPEAGA Region & ASEAN)

O&G Supply Base / Maintenance, repair & overhaul



Halal Hub

Halal Cosmetic & Healthcare

Halal Logistics

Agriculture Processing

Ruminants Downstream

Food Processing Hub



Bio-based Industries

Nano-cellulose

Pulp & paper

Graphene & Carbon Nano Tube

Bio-chemical



Oil & Gas

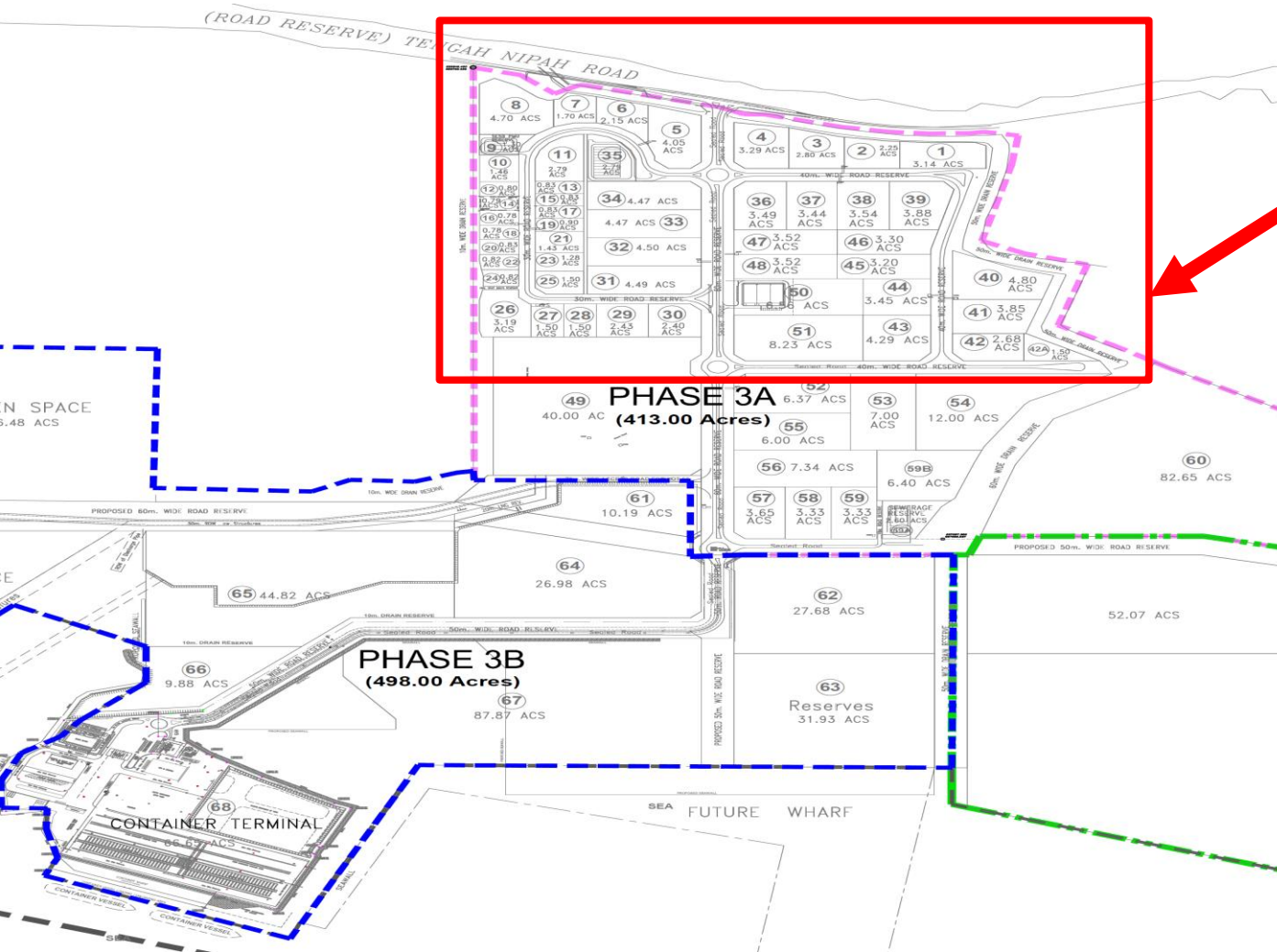
Refinery & Specialty Chemical

Ship Bunkering

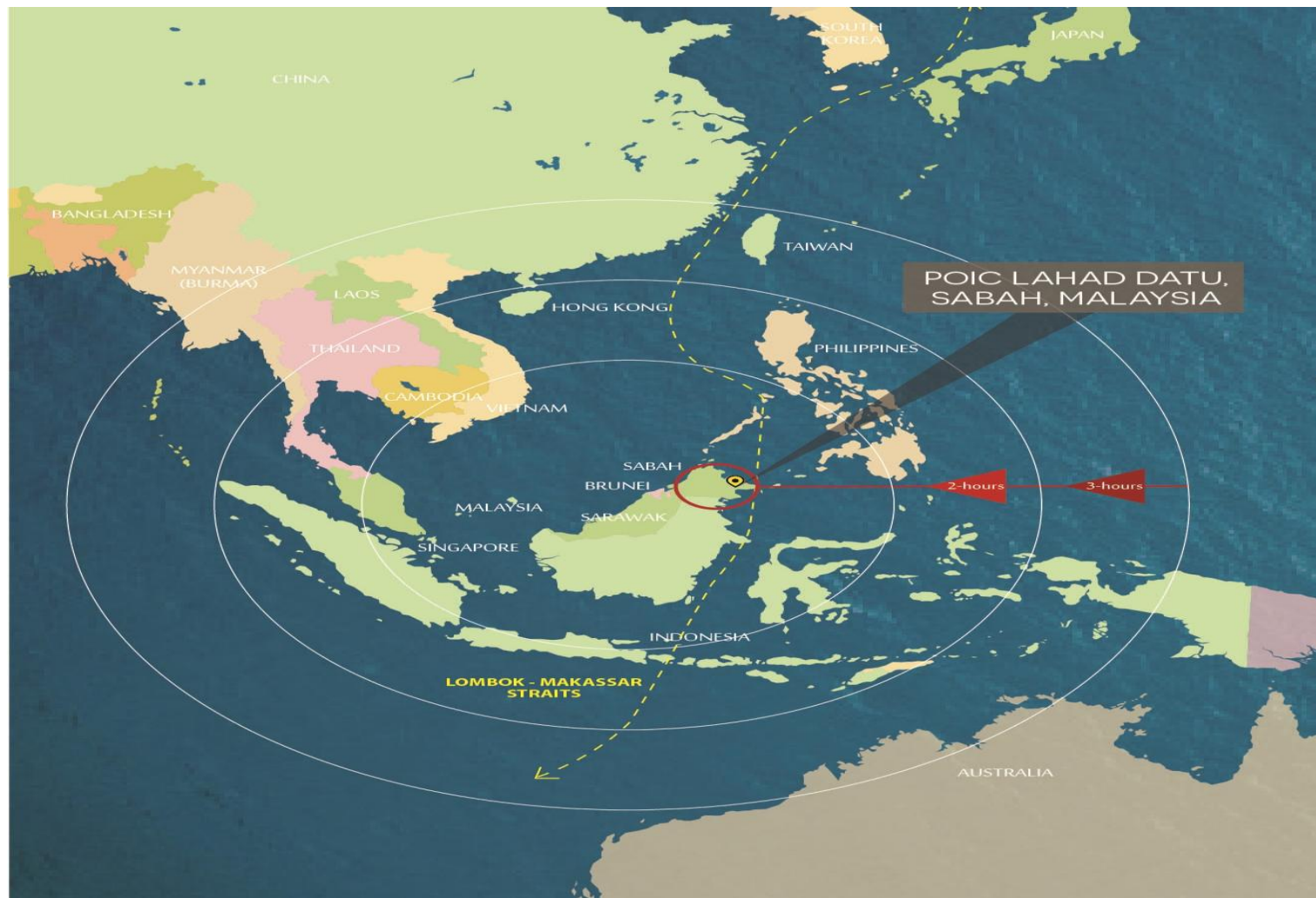
Tank Terminal



SMLs Lots in Phase 3A



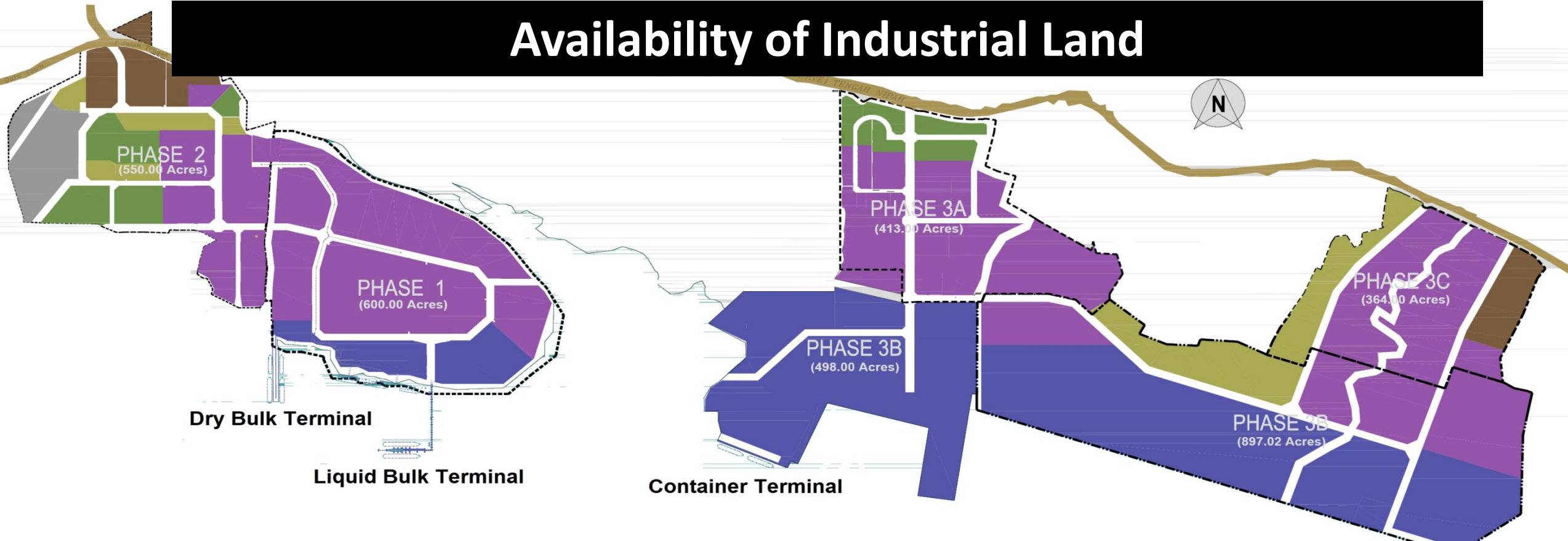
- Smaller lot to cater to SMLs (Approx 50 acres prepared land in smaller lot available for sale and lease)
- Proximity to POIC Container Terminal



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WHY POIC?

Availability of Industrial Land



Phase 1 – 600 Acres Developed

Industry:
Liquid based, bulking,
port & logistics,
supporting industries

Phase 2 – 502 Acres Developed

Industry:
Fertilizer, supporting
industry, commercial,
residential, port &
logistics

Phase 3A – 413 Acres Developed

Industry:
Biomass, bio-refinery
cluster, SMI, supporting
industry, warehouse, port
& logistics

Phase 3 – *2,600 Acres Future Development

Industry:
Free Trade Zone (FTZ), Bio-
refinery, ship building & repair,
food, port & logistics, SMI, O&G,
commercial, supporting industry

* Approx figure



ACCESS to RAW MATERIAL & RESOURCES within Sabah & from the Surrounding Region

Located in the middle of the largest oil palm plantation region in Malaysia and proximity to key producing area of Kalimantan & Sulawesi

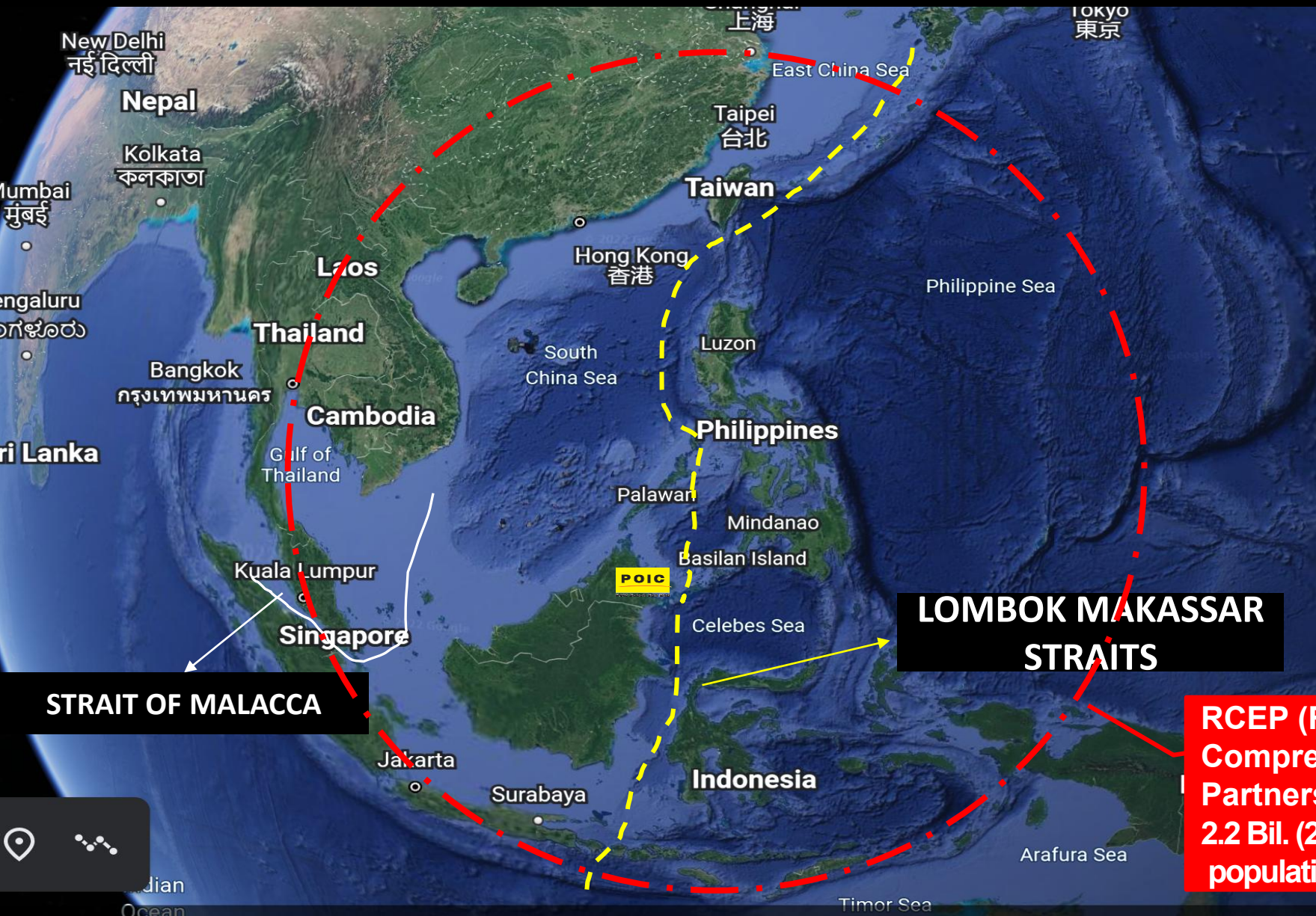
In 2025:-

- **1.50 Mil hectares** oil palm plantation (26.4% of total Malaysia planted area) – 80% of the planted areas is in East Coast Sabah
- **4.41 Mil Tonne** of CPO Production (21% of total Malaysia output)
- Sabah is also the main producing state for:
 - ✓ Palm Kernel (914,179 metric tonnes)
 - ✓ Crude Palm Kernel Oil (418,961 metric tonnes)
 - ✓ Palm Kernel Cake (464,704 metric tonnes)



- POIC Port & infrastructure (Warehousing, tank terminals & industrial land)
 - Possibility to source, consolidate and add value to Asia's last major resources rich frontier of Sulawesi, Kalimantan, Irian Jaya, Papua New Guinea and the Southern Philippines.
-

Strategic Geographical location & Strategic Shipping Routes - Located at the Asia's 2 main shipping lanes



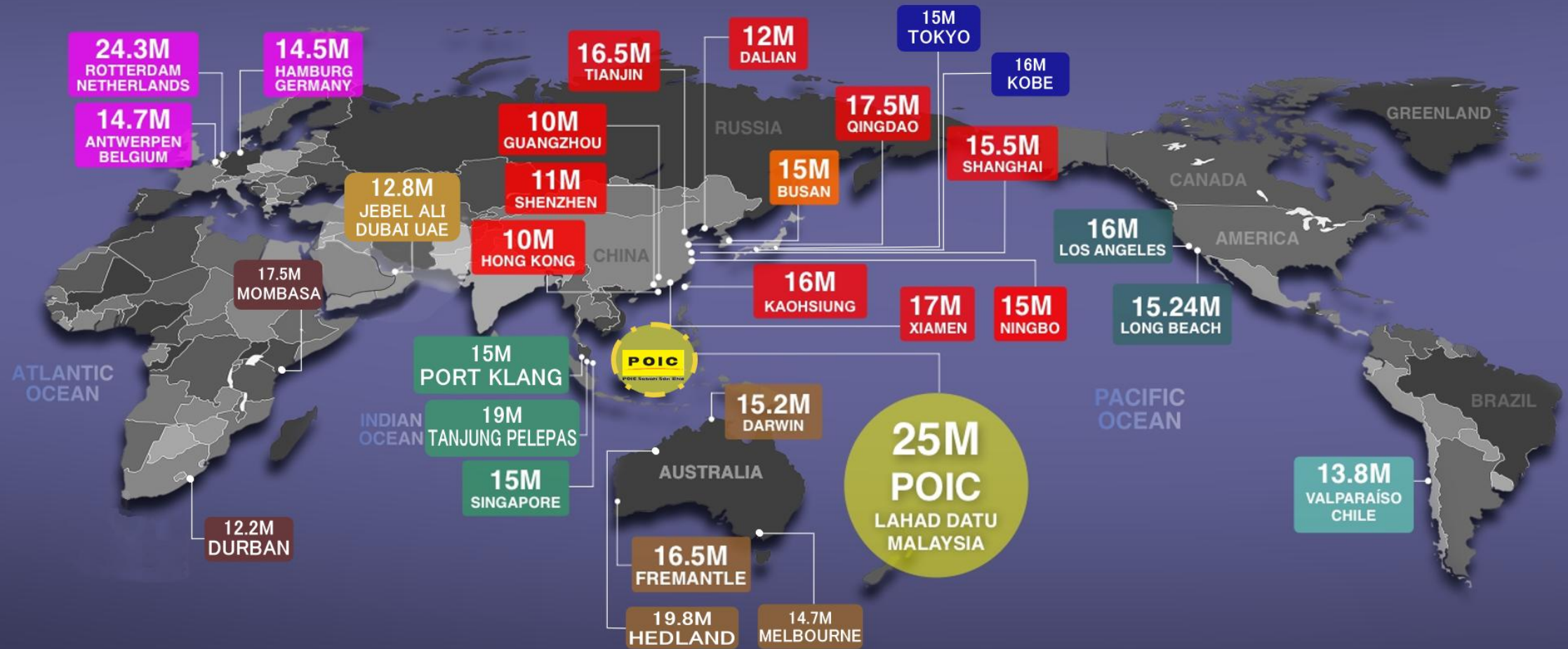
Lombok – Makassar Straits as Malacca Straits is to Singapore

Due to geographic centrality of Sabah to ASEAN, POIC is designed to be the logistics distribution, bulk-break hub

Tapping on the geographic centrality of Sabah within **the RCEP COUNTRIES**, POIC Lahad Datu port is designed to be the logistics distribution, break bulking hub for the region

RCEP (Regional Comprehensive Economic Partnership)
2.2 Bil. (29.7% global population)

Natural Deep Sea Port



Thank You

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