

The unprecendented COVID-19 pandemic has disrupted all countries and appears to be gaining traction. The solution or end to this global crisis does not seem near. Therefore, as the COVID-19 crisis multiplies, the goal of businesses must be to rebuild and plan for the longer term.

With that in mind, Hong Seng Consolidated Berhad ("Hong Seng") or formerly known as MSCM Holdings Berhad has recently entered and ventured into a series of strategic partnerships and corporate exercises to form a future whereby Hong Seng would emerge stronger from the crisis as Albert Einstein's famous sayings goes "in the midst of every crisis, lies great opportunity".

By planning for the current pandemic, Hong Seng has significant plans to transform its business into three (3) main pillars which include gloves manufacturing, healthcare and medical supplies and services and the hire purchase services which are in high demand now and the foreseeable future.

Subsequent to the emergence of Hong Seng Assembly Sdn Bhd (HSASB) as the new major

shareholder of the Group, Hong Seng had on 19th October 2020 announced its proposed diversification into the relevant businesses as mentioned above and we are on track with our plans to evolve and grow the Group by reducing reliance on our existing core business of search, advertising and data.

We believe that currently, Hong Seng will the only listed Group involved in or undertaking comprehensive end-to-end healthcare.

# Eyeing on USD18.8 Billion (And Growing) Global Glove Market

Based on the US-based Allied Market Research's report which estimated that the global disposable gloves market is expected to nearly triple to **US\$18.8 billion** by 2027, Hong Seng has set its eyes on the opportunity from single-use medical gloves that have become increasingly difficult and costly to come by during this health crisis.

At the end of August 2020, Hong Seng through its wholly-owned subsidiary, Hong Seng Gloves Sdn Bhd (Hong Seng Gloves) has appointed its turnkey partner, Howellcare Industries Sdn Bhd to commission six (6) units of Nitrile Rubber (NBR) double former glove dipping production lines with utilities support system for our factory site located at Sungai Petani, Kedah.



Projected Hong Seng Gloves Production Lines Output Per Annum

**By Apr 2023** 

**16 production lines** 

Whilst we are currently ahead of schedule, the expected production capacity and output for each of the NBR double former glove dipping production line



is 241,920,000 pieces per annum whilst the total expected production capacity and output for all 6 units of the NBR double former glove dipping production lines is 1,451,520,000 pieces per annum. Hong Seng Gloves plans to increase up to a total of 16 production lines by early 2023 subjected to obtaining all necessary approvals to produce up to 3,870,720,000 pieces per annum as demand and preorder requests from countries who are unable to procure from big players have been overwhelming.



Furthermore, Hong Seng Gloves have also secured its supply of raw material for NBR gloves and our total cost is estimated about USD24.00 to USD25.00 per carton of 1,000 pieces while the current average selling price is around USD90.00 per carton.

Shareholders or any interested parties who wants to keep abreast with the latest progress of the glove manufacturing plant may do so on our Group's website at www.hongseng.com.my.

## **Empowering Malaysians In The Fight Against Communicable Diseases And Beyond**

6 production lines

(1.45 billion pieces)

Health is wealth. According to an online article published on the National Center for Biotechnology Information of United States titled *"Learning opportunities from COVID-19 and future effects on health care system"*, the authors concluded that crisis like COVID-19 pandemic has also offered some unique opportunities for the healthcare sector. It has allowed us to revisit our healthcare delivery. Although, there has been severe disruption in healthcare delivery during this time globally, several positives have also come out of which include the effective use of telemedicine, importance of personal hygiene, and the importance of infection control.

Thus, Hong Seng intends to go full steam ahead in the healthcare industry and be at the forefront of the

Malaysian healthcare sector. Its wholly-owned subsidiary, HS Bio Supplies Sdn Bhd (HS Bio) is engaged in the business to provide pharmaceutical, medical and healthcare supplies such as e-medicine, medical consumables, bio supplies, medical equipment or devices, test-kits, vaccines, supplements, and other medical and healthcare related products as well as healthcare related services such as mobile testing facilities in addition to the supply chain management services for the healthcare industry.

The Group believes that HS Bio has promising prospects in the healthcare industry due to various factors. On 28th August 2020, HS Bio has invested and partnered with the Malaysian Medical Association (MMA) linked eMedAsia Sdn Bhd



(eMedAsia), which runs a medical digital platform that caters to thousands of private clinics in the nation to be latter's service provider for healthcare supply chain management services particularly the 3PL and 4PL fulfilments which includes warehousing, process, pick & pack, last mile delivery and purchase of medical and healthcare products. It is a milestone for HS Bio as it shows its seriousness and capabilities to penetrate the above listed markets as MMA is an official body for medical practitioners and clinics.

The strategic partnership between HS Bio and eMedAsia is part of a novel medical initiative to revolutionalise the private healthcare sector. This may be a solution to the estimated **USD 3.5 billion** valued medical tourism industry in Malaysia by 2024 according to an insight by Malaysia Healthcare Travel Council.



Besides that, HS Bio is also currently in talks with several leading healthcare and pharmaceutical companies in China to be their distributor in Malaysia and the region. We are in the midst of helping these Chinese companies to get their products registered and approved by the relevant local authorities. The said products include amongst others, supplements which had been empirically proven to be effective in boosting immunity against SARS and Covid-19 and is much sought after globally at the moment, and real-time PCR Test Kits for detection of Covid-19 which was tested and used in Malaysia at the start of the Movement Control Order back in March 2020. Once these are registered and approved, Hong Seng aims to make Covid-19 testing very efficient, affordable and accessible via our network of clinics within the eMedAsia community since it is possible that hotspots will require testing to be done before employees are allowed back to work. Again, our efforts will supplement and complement our government's efforts and strategy to combat the current wave.

Pursuant to positive discussions, HS Bio has also been invited to submit letters of intent to be the distributor of China developed vaccines to three (3) separate China parties. To undertake this endeavor of distributing the Covid-19 vaccines in Malaysia, we have tied up with one of the oldest and most established local pharmaceutical company, Royce Pharma through a consortium agreement. We would like to highlight to our shareholders and investors that to be accredited and licensed as a pharmaceutical company in Malavsia entails stringent steps such as lengthy regulatory applications. Further, to deal in vaccines, a distributor has to be properly equipped with the necessary infrastructure such as cold room warehousing, handling facilities and knowledge. These need time to construct and thereafter, be audited by the relevant innovators or manufacturers.

Therefore, a tie-up like our consortium agreement with Royce Pharma is the most practical and realistic approach compared to other non-pharmaceutical licensed companies claiming to distribute Covid-19 vaccines. This is also because Royce Pharma is able to carry out fill and finish processes required. In due course, we envision testing and vaccination to take place in private clinics for maximum reach and penetration and we will be best positioned to support our nation. We truly understand efforts by our Malaysian government in its participation in COVAX, which is costly vet unable to cover 100% of the Malavsian population and residents and this is where Hong Seng will be able to support our nation in her fight against Covid-19.



This is the reason why we believe we are at the forefront at this point of time as we have also written in to the relevant government ministry to indicate our readiness to support all governmental efforts to vaccinate our population once the vaccines are available.

Moreover, we are working closely with our strategic partner, Line Clear Express & Logistics Sdn Bhd to boost our supply chain management capability in providing 3PL and 4PL services to support our businesses such as eMedAsia's collaboration which includes mobile testing and vaccination trucks, glove fulfilment, vaccines and also other significant health products and services. All of these are just a small part of our vision to empower our nation in the fight against the pandemic.

Hong Seng is working very hard to delve into the healthcare sector and serve our nation. Our latest development is to be involved in supplying PCR Test Kits to government agencies especially to assist in the ongoing outbreak in Sabah. Discussions are also taking place to assist in building additional Test Labs for processing samples from the mass Covid-19 screenings. Hong Seng will make the relevant announcements when these come into fruition.

## Filling Up The Vital Vacuum In The Financing Sector

Although the government has poured in hundred of billions in subsidies to help the people, however there are still many people and businesses who are greatly affected by the pandemic. Therefore, in July 2020, our Group has ventured into the hire purchase and related business through our wholly-owned subsidiary, HS Priority Management Sdn Bhd (HS Priority) to complement our Group's existing moneylending business with focus on extending our hire purchase facilities for commercial vehicles as well as industrial machineries and equipment.

The pervasiveness of the e-commerce landscape in Malaysia, in particular after the MCO implemented by the Malaysian government, has led to flourishing demand for logistics services in particular the last-mile delivery. This has generated growth for the domestic transportation industry, particularly for those who supply vehicles to last-mile delivery service providers as well as demand for loans to automotive for commercial vehicles. Many industry players such as logistics, shipping ports and yards, mining, manufacturing and many others are facing issues in their cash flows but there is a need and opportunity during this tough time to expand their vehicle fleet and production capacity to meet the surging demands and HS Priority is here help ease their burden to own the much needed vehicles and heavy machineries such as lorries, trucks, cranes, forklifts and etc.



At the moment, due to cashflow impact, many borrowers may not have access to the types of loan facilities made available by licensed banks and other financial institutions due to stringent lending requirements imposed.

Hence, we believe that HS Priority will be able to help fill the vital vacuum which exists in the current financing sector as we aims to provide financial support to all industries by providing our customers with flexible financing schemes and competitive interest rates.

## **OUR VISION**

With the above initiatives, Hong Seng believes that our Group will be able to create a good sustainable future together with our stakeholders. As we are committed to be a good corporate citizen, we are working hard to support the nation in our own capacity by not just focusing on a single segment of healthcare to make profits but end-to-end healthcare for maximum efficiency.

At Hong Seng, we take aim to not to only to deliver commercial objectives and meet legal requirements, but also have a positive social impact on our community and those communities of our customers.



HONG SENG CONSOLIDATED BERHAD (Formerly known as MSCM Holdings Berhad) www.hongseng.com.my



2019冠状病毒病(COVID-19)大流行席卷全球,带来前 所未有的破坏性,而且疫情看似再度升温,这场全球危机 似乎还未见到解决方案或走到尽头的迹象。随着这场冠病 危机加剧,企业必须要重设目标,为长期做好规划。

爱因斯坦说:"在每一次的危机之中,都蕴藏着巨大的机会",为此,丰成综合有限公司(Hong Seng Consolidated Berhad,前称为MSCM控股有限公司)近期进行了一系列

战略联盟和企业活动,确保能在此次危机中变得更强大, 以迎接未来。

为了应对当前的大流行病,丰成制定了重大的转型计划, 迈向三大业务支柱,包括手套生产、医疗保健和医疗用品 供应与服务,以及租购融资服务,皆是现在和未来的高需 求领域。 随着丰成组装私人有限公司崛起成为集团大股东后,丰成 在2020年10月19日公布业务多元化献议,进军上述提及的 相关行业。我们正按计划进行改革和壮大业务,以降低对 当前搜寻、广告和数据核心业务的依赖。

我们相信,丰成目前是唯一参与或开展全面端到端医疗保 健业务的上市公司。

## 放眼全球至少 188亿美元的手套市场

根据美国Allied Market研究公司的报告,估计全球一次性 手套市场将在2027年时增长近3倍,达**188亿美元**,丰成将 目光锁定在一次性医用手套的商机,尤其是在这次的健康 危机中,医用手套越来越难获取且昂贵。

截至2020年8月,丰成通过独资子公司——丰成手套私人 有限公司,委任统包伙伴Howellcare Industries私人有限 公司,利用我们在吉打双溪大年厂房的公用事业系统,支 撑6条丁腈手套双模手套浸渍生产线投入运作。





毎箱成本预估 24.00美元 -25.00美元

每箱当前 平均销售价 90.00美元

我们目前比原定进度超前,预计每条丁腈手套双模手套浸 渍生产线的年度产量为2亿4192万只,全6条丁腈手套双模 手套浸渍生产线的总产量为每年14亿5152万只。由于各国 的需求和预购请求过多,大型业者也无法承接,丰成手套 计划在2023年初时将生产线增加至16条,每年可生产高达 38亿7072万只。(须经所有单位批准)。

再者,丰成手套还确保了定睛手套原料的供应,每箱1000 只手套的总成本预计约24美元至25美元,而当前的平均销 售价为每箱约90美元。

有意了解手套厂房最新进度的股东或任何人士,皆可浏览 我们集团官网www.hongseng.com.my

# 助国人更强地对抗传染病

健康就是财富。根据发表于美国国家生物技术信息中心的 《冠病带来的学习机会和对未来卫生保健系统的影响》线 上文章,作者总结认为,如冠病大流行这般的危机,为医 疗保健领域提供了独特的机会,让我们重新审视医疗保健 的服务机制。虽然在这段期间,全球的医疗保健服务领域 遭严重破坏,但同时激发出不少正面且积极的意识,包括 有效使用远程医疗、个人卫生和感染控制的重要性。



在马来西亚分销冠病 疫苗,我们和本地其 中一家历史最悠久的 知名制药公司Royce Pharma签署了财团协 议。我们想向股东和 投资者强调,要在马

来西亚获得制药公司的认证和执照,需要经过严格的程序和 冗长的监管申请。此外,欲分销疫苗的企业也必须具备适当 的知识和基础建设,如冷藏仓储和处理设施,而这些都需要 时间准备和兴建,且需经过相关的创造或生产商审核。



## 填补融资领域 的庞大缺口

虽然政府掏出了数千亿令吉的援助金支援国人,依然还有 许多人和企业受到大流行病的严重影响。为此,本集团在 2020年7月通过独资子公司HS Priority Management私人 有限公司,进军了租购融资和相关业务,辅助本集团当前 的贷款业务,专注为商业汽车和工业器材与设备,提供租 购融资。

马来西亚电子商务相当普遍,在政府祭出行动管制令后,物流服务的需求更是旺盛,尤其是最后一里路交付业务,

因此,丰成打算在医疗保健行业中全力以赴,站在马来西 亚医疗保健领域的最前线。其独资子公司HS Bio Supplies 私人有限公司从事制药、医用和医疗保健供应,包括电子 医疗、医疗耗材、生物用品、医疗设备或装置、测试套件 、疫苗、补助品、其他医用和医疗保健相关产品,还有包 括移动测试设备的医疗保健相关服务,为医疗保健领域的 供应链管理服务尽一份力。

本集团有信心,HS Bio可借着各项优势在医疗保健领域茁 壮发展。在2020年8月28日,HS Bio投资了与马来西亚医 疗协会(MMA)相关的eMedAsia私人有限公司,并携手 展开合作。后者所营运的医疗数字平台,服务着国内数千 家的私人诊所。HS Bio将作为eMedAsia的医疗保健供应链 管理服务供应商,特别是在第三方和第四方物流服务,包 括仓储、处理、提货和包装、最后一里路交付,以及购买 医疗和医疗保健领域产品。能和作为执业医生和诊所官方 机构的MMA合作,是HS Bio一项重大的里程碑,展现了其 进军上述市场的认真和能力。

HS Bio和eMedAsia的战略合作,可说是私人医疗保健领域的一项新颖革新之举,或许更是医疗保健旅游市场的解决方案之一。根据马来西亚医疗保健旅游委员会,该市场在2024年时估计价值**35亿美元**。

除此之外,HS Bio目前和数家中国领先的医疗保健和制药 企业洽商,冀望成为其在马来西亚和区域内的分销商。我 们正在帮助这些中企获得产品的注册和相关当局的批准, 产品包括经证明能针对非典型肺炎(SARS)和冠病加强免 疫力、且当前在全球获得青睐的补助品;还有用于检测冠 病的即时聚合酶链式反应(PCR)测试盒,自2020年3月 施行行动管制令以来已在马来西亚开始测试和采用。

由于冠病热点地区的雇员在返回办公岗位前或需要进行冠 病测试,一旦上述产品获得注册和批准,丰成放眼通过 MedAsia的诊所网络,提供更有效、可负担和方便的冠病 测试,致力辅助政府对抗当前的疫情。

经过积极的讨论后,HS Bio也受邀呈交意向书予三家不同的中国单位,以期成为中国所研发疫苗的分销商。为了也

因此,相较于其他未持有制药执照却声称能分销冠病疫苗 的公司,我们和Royce Pharma的财团协议合作方式,显得 更加实用和实际。这亦是因为Royce Pharma有能力进行所 须的装瓶程序。在适当的时候,我们放眼在私人诊所进行 测试和疫苗接种,最大程度覆盖和触及国人,成为国人的 后盾。我们完全了解马来西亚政府参与"全球冠病疫苗机 制"(COVAX)所做出的努力,成本高昂却无法全面覆盖 马来西亚所有人口和居民,而这恰是丰成能帮助国家对抗 冠病的地方。



这正是为何我们认为丰成要领跑在最前线的原因,我们已 向相关政府部门发出信函,承诺一旦疫苗到位,愿意全力 支持政府为国人接种疫苗的一切努力。

再者,我们同时和战略伙伴Line Clear Express & Logistics 私人有限公司紧密合作,加强我们的供应链管理能力,确 保能支援旗下业务的第三方和第四方物流服务,比如说和 eMedAsia的合作、流动测试和疫苗车、手套交付、疫苗和 其他重大医疗保健产品和服务。上述所提及的,仅是我们 盼望帮助国家抗击大流行病的一小部分努力。

丰成正致力于深入于医疗保健领域以为国人服务,最新发展是参与供应PCR测试盒予政府机构,尤其能在沙巴持续爆发的疫情中助一臂之力。我们也讨论帮助兴建更多的测试实验室,以处理大规模的冠病筛选样本。待有进一步的发展,丰成会适时作出宣布。

为本地运输业带来巨大的增长;特别是为最后一里路交付服务供应商供应车辆的商家,以及对商用车的汽车贷款。



物流、船运港口和船坞、矿业、制造业和许多行业,都面临着现金流的问题,偏偏在当前的艰难时期,却是扩展车队和产能以应对需求日益暴增的必要时机。HS Priority能减轻此类业者的负担,以购入所需的车辆和重型机械,如罗里、卡车、起重机和叉车等。

受到现金流的影响,加上更严谨的贷款条件,许多贷款者 无法取得正规银行所提供的各种融资便利。

因此,我们相信HS Priority能帮助填补当前融资市场的巨 大缺口,放眼能支援所有领域的融资需求,为顾客提供弹 性融资计划和具竞争力的利率。

## 我们的愿景

通过上述的计划,丰成有信心能为本集团所有利益 相关者创造良好且可持续的未来。我们承诺作为良 好的企业,竭尽所能支持国家,不只是专注在医疗 保健领域的单一部分,而是从端到端的所有领域层 面,最大化效率。

在丰成,我们的目标不仅仅是实现商业目标并遵守 法律要求,同时也要为我们的社区和客户的社区, 产生积极的社会效益。\_\_\_\_\_\_





HONG SENG CONSOLIDATED BERHAD (Formerly known as MSCM Holdings Berhad)

www.hongseng.com.my

2州●振 24・10・2020 展期六

● 丰成综合 坚挺前进

2019批块路卷停(COVID-19)大混作需卷生地。带来面 所未有功能导行。而且虚微者标构度完固。还绝全球忽机 但于远来见到解决方案或走到与头的途面。随着这场证确 意机加制。许业命运需要设计和,力相能好相划。

夏因弊却说: "在每一次创造利之中, 影響魔着巨大的机 会", 为此, 来成综合有限公司(Hong Seng Consolidatmi Berhad, 能称为MSCM包装有限公司) 正整进行了一

来列は結果期和止止活动,積保留在北次息低中安得更强大,以迎接未来。

为了应村当前长大流行曲,中流用法了重大的转型计划, 回向三大众是支柱, 知廷子重告产。因介得重新设介为从 化尼与墨告,以及和周融饮服务,背景现在和未来的高潮 家链础。 随着半续钳装车入有用公司地站成为集团大指东后,半提 在2020年10月19日3点走县多天记程议,此年主送建员的 帮关行走。我们正估计划进行改革和社大业务,以降任时 当前提告。广告和数据维小业务不供能。

09

市場情報

平均總費价 90.00美元

我们时信,丰成目前录唯一争与或并联金家被影响医疗保 健全系的工有公司。

医筋成本韧带

5.001

放眼全球至少 188亿美元的手套市场

相關書面ANied Natest研究公司的报告。但计全球一次包 半線市務時有2027年10時年紀3時時,达**104亿要先**,年近時 目光相定在一次15年月年春的清雪, 工品是年这次市場庫 些忧中, 医用手會結果基準發取目昂贵。

截至2020年8月。李成通过推到子公司——李成不要私人 有限公计。李任他的优华Howalkawa Industries私人有限 公司,利用我们在当月双张大年厂协的台湾等业果就。支 期4条门第于意点领于新建造生产地较人运作。



我们目前比原定建立如前。预计每条丁腈干部高幅手套建 遗生产组的年发产量为3位4192万呎。会4条丁腈干部和循 干要提出生产组的方厂量为每年1445352万呎。由于各级 档管本和预防课程过多,大型业者也无法连接。牛成于来 计划在2022月和同时提生产地增加工作和,每年可生产高达 3462707万斤。(团结有些常正形和)。

再逝,半成于袁达确保了定境于北面斜的供应。起初1000 用于他的正成本加计约24最先至25美元。而当前尚平均销 物价均每初约46最元。

有意了解于常厂将最新说堂的指面或没有人士,是可闻自 我们算法官问www.hongamg.com.my

### 助国人更强地对抗传染病

健康結果如當。與兩主素十年回回軍主先時其不從負巾心的 (包圓帶來而早与約約次來至生生候讓無能的對响) 上之來。什些是站点,為,如亞與太常亞這種的為別。为匹 庁庫總明確認得了該特的机会,让我们重新停证完庁保健 利援各利制。具然在這該期间,会球的近行保護医各項結 讓产業確認,任何时後发出不少定並且和紹伯會说,包括 有能使用這個展行。个人卫生和總法若來的實質性。



四此,半項打算半面疗保健行业中生力以此,结在与来利 来面疗保健领域的最效地。其制度于公司补助,如o Supplees 私人有意处司法事制药,医共和医疗保健供后,但然免于 原疗、医疗和材,生物用品,医疗设备或紧重,面试要疗 尿管,补助品,其他正同和医疗保健相关产品,还有包 结核动面试验备的医疗保健和关键品,为医疗保健镇的 机造城管理服务是一些力。

半重把有估心;HE 即is可信着各语优势在所介保建领现若 计发展,有2020年6行24日,HE 看is校员了布马来提至图 疗给金 [MMAA]相关式的Alkatakaka人有操心司,并属于 更非私人结构。HS BuH外方地Alkatakaka的信行保建性应经 管理相信供应率。特别是在建立方有紧张力力推进应差 信合量。此程、提供利益的一、或量大约里电体,展现了其 进行利润方价值量加达一点。根料本为我生图生时这位含于 机构的MAA合作、是HE Bub一或量大约里电体。展现了其 进车上述布研的以真和能力。

HS BioRiel MercAsia的战略会非。可说是私人臣疗保健凝结 約一切前期軍事之争,或亦更是是疗保健原源市场的解决 方常之一。增加以中国方行在健原源素员会,该许语走 2024年时估计价值**34亿度元。** 

展此之外。HS Bio甘菜料数室中国基土的性疗保護和制药 企业价值。就望成为其在马来再生和区域内的分销高。

理过程程的讨论后,HS 我也是建立交更向与不三本不可 的中国身位,如本地方中一家历史最优点的如该联合公司 Royce Planna学道了时就协议。我们想得超三年和估计都是 来。要在以来面主我将封持公司的代达和优质,需要更过 严格的程序和冗长的监管中语。此外,也应该很可的企业 也非可且备适当时的过程基础理论,如今最后储和地理绘 施,而说该都需要时间准备和回道,且曾经过相关的创造 或生产育中程。

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为Royce 种umma有能力进行所运的菜類程序。在這当的时候,並们面積不能人包折,最大能定要是和餘及因人,絕 方因人的結婚,我们也要不能人包折,最大能定要是和餘及因人,絕 你这些你因力,成本也是認定此全世產是非常進行有人口 和證長。而這些是非成症样的因常的地力。



这正是为何我们以为年成署领施在最前线的原因,我们已 向相关思奈银门发品包运,承获一旦定品制业。愿意全力 支持在标为国人操件的一切努力。

再考。我们同时和战略就针Law Chart Express & Logistics 私人有限公司要進合作。加强我们的就这就管理能力。确 保能支援施下发系的第三方和单位方物遗嘱系。比加资料 «MedAuseng合作,仅是我们则能帮助国家就击大流行挑的 一个能计算力。

本成正知力于某人于医疗保健领域以为医人服务,最多实 服用参与信息中的制度于这种机构,尤其最近当已持续 爆发的品信中的一臂之力。我们也计论帮助只遭更多构美 或实验室,以优先大规模的招质销售样本。许有进一步的 发展。本综会运时作品宫本。



他說,他這項O和結局,可止,對這並和許多行业,都面 局難從當次的问题,情報完当后對現地回時,知是於第年 我的产電目高对當家已結果想的希望时代。HS Phonty能 這好並未止者的自然,目前,人所得的车辆的車都包減,到 梦想,卡本,起筆和約2本等。

参利犹全流的影响,加上原产谱机符款条件。许差贷款者 无法取得主我接行所做你的各种能资保和。

因此。我们相信HS Pilory能算起爆炸当到数量肉场的巨 大城口。這單能支援所有等地的最近费素,为部富提供錄 性就是计算和再做争力的利率。

#### 我们的愿景

通过上述的计划。中球有铁心能为本集团用有利量 相关者创造良好且可持续的未来。我们承诺作为良 好的企会,端尽所能支持提家,不只是专注去医疗 在建築城的单一部分,而是认该到端的所有领域高 面,最大化效率。

在半成,我们的目标不仅仅是实现两业目标并遗夺 法律要求,同时也要为我们的社区和客户的社区, 产生即程的社会贸易。



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### 填补融资领域 的庞大缺口

基形裁的判由工作于公全合的接面意定编制人、体热还有 许多人和全身受到大定们病的产量影响。当此,本集团在 2020年7月通过批提于公司运行口时,Maragement私人 有限公司,还年了和纳融信和明天全态。辅助本事出当前 的贷款业务。专行为资业汽车和工业器时与设备,但供相 标准。

后来西亚电子商务积匀装填,在起约顿出行动受封今后。 物定器条约需求发展还是,尤其是最近一学越交付业务, 为本地正确业修本巨大的增生。特别型大量后一学超交付 服务们实育成立实施的商家。以及对南洲本的汽车等款。



The unprecendented COVID-19 pandemic has disrupted all countries and appears to be gaining traction. The solution or end to this global crisis does not seem near. Therefore, as the COVID-19 crisis multiplies, the goal of businesses must be to rebuild and plan for the longer term.

With that in mind. Hong Seng Consolidated Berhad ("Hong Seng") or formerly known as MSCM Holdings Berhad has recently entered and ventured into a series of strategic partnerships and corporate exercises to form a future whereby Hong Seng

would emerge stronger from the crisis as Albert Einstein's famous sayings goes "in the midst of every crisis, lies great opportunity".

By planning for the current pandemic, Hong Seng has significant plans to transform its business into three (3) main pillans which include gloves manufacturing, healthcare and medical supplies and services and the hire purchase services which are in high demand now and the foreseeable future.

Subsequent to the emergence of Hong Seng Assembly Sdn Bhd (HSASB) as the new major

shareholder of the Group, Hong Seng had on 19th October 2020 announced its proposed diversification into the relevant businesses as mentioned above and we are on track with our plans to evolve and grow the Group by reducing reliance on our existing core business of search, advertising and data.

We believe that currently, Hong Seng will the only listed Group involved in or undertaking comprehensive end-to-end healthcare.

### Eyeing on USD18.8 Billion (And Growing) Global Glove Market

Based on the US-based Allied Market Research's report which estimated that the global disposable gloves market is expected to nearly triple to US\$18.6 billion by 2027, Hong Seng has set its eyes on the opportunity from single-use medical gloves that have become increasingly difficult and costly to come by during this health crisis

At the end of August 2020, Hong Seng through its wholly-owned subsidiary. Hong Seng Gloves Sdn Bhd (Hong Seng Gloves) has appointed its turnkey partner, Howelicare Industries Sdn Bhd to commission six (6) units of Nitrile Rubber (NBR) double former glove dipping production lines with utilities support system for our factory site located at Sungai Petani, Kedah.



expected production capacity and output for each of the NBR double former glove dipping production line



is 241,920,000 pieces per annum whilst the total expected production capacity and output for all 6 units of the NBR double former glove dipping production lines in 1,451,520,000 pieces per annum. Hong Seng Gloves plans to increase up to a total of 16 production lines by early 2023 subjected to obtaining all necessary approvals to produce up to 3.670,720,000 pieces per annum as demand and preorder requests from countries who are unable to procure from big players have been overwhelming.



Furthermore, Hong Seng Gloves have also secured its supply of raw material for NBR gloves and our total cost is estimated about USD24.00 to USD25.00 per carton of 1.000 pieces while the current average selling price is around USD90.00 per carton.

Shareholders or any interested parties who wants to keep abreast with the latest progress of the glove manufacturing plant may do so on our Group's website at www.hongseng.com.my.

#### Empowering Malaysians In The Fight Against **Communicable Diseases And Beyond**

Health is wealth. According to an online article published on the National Center for Biotechnology Information of United States titled "Learning opportunities from COVID-19 and future effects on health care system", the authors concluded that crisis like COVID-19 pandemic has also offered some unique opportunities for the healthcare sector. It has allowed us to revisit our healthcare delivery. Although, there has been severe disruption in healthcare delivery during this time globally, several positives have also come out of which include the effective use of telemedicine, importance of personal hygiene, and the importance of infection control.

Thus, Hong Seng intends to go full steam ahead in the healthcare industry and be at the forefront of the Malaysian healthcare sector. Its wholly-owned subsidiary, HS Bio Supplies Sdn Bhd (HS Bio) is engaged in the business to provide pharmaceutical, medical and healthcare supplies such as e-medicine, medical consumables, bio supplies, medical equipment or devices, test-kits, vaccines, supplements, and other medical and healthcare related products as well as healthcare related services such as mobile testing facilities in addition to the supply chain management services for the healthcare industry.

The Group believes that HS Bio has promising prospects in the healthcare industry due to various factors. On 28th August 2020, HS Bio has invested and partnered with the Malaysian Medical Association (MMA) linked eMedAsia Sdn Bhd



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(eMedAaia), which runs a medical digital platform that caters to thousands of private clinics in the nation to be latter's service provider for healthcare supply chain management services particularly the SPL and 4PL fulfilments which includes warehousing, process, pick & pack, last mile delivery and purchase of medical and healthcare products. It is a milestone for HS Bio as it shows its seriousness and capabilities to penetrate the above listed markets as MMA is an official body for medical practitioners and clinics.

The strategic partnership between HS Bio and eMedAsia is part of a novel medical initiative to revolutionalise the private healthcare sector. This may be a solution to the estimated USD 3.5 billion valued medical tourism industry in Malaysia by 2024 according to an insight by Malaysia Healthcare Travel Council.



Besides that, HS Bio is also currently in talks with several leading healthcare and pharmaceutical companies in China to be their distributor in Malaysia and the region. We are in the midst of helping these Chinese companies to get their products registered and approved by the relevant local authorities. The said products include amongst others, supplements which had been empirically proven to be effective in boosting immunity against SARS and Covid-19 and is much eought after globally at the moment, and real-time PCR Test Kits for detection of Covid-19 which was tested and used in Malaysia at the start of the Movement Control Order back in March 2020. Once these are registered and approved, Hong Seng aims to make Covid-19 testing very efficient, affordable and accessible via our network of clinics within the eMedAsia community since it is possible that hotspots will require testing to be done before employees are allowed back to work. Again, our efforts will supplement and complement our government's efforts and strategy to combat the current wave.

Pursuant to positive discussions, HS Bio has also been invited to submit letters of intent to be the distributor of China developed vaccines to three (3) separate China parties. To undertake this endeavor of distributing the Covid-19 vaccines in Malaysia, we have tied up with one of the oldest and most established local pharmaceutical company, Royce Pharma through a consortium agreement. We would like to highlight to our shareholders and investors that to be accredited and licensed as a pharmaceutical company in Malaysia entails stringent steps such as lengthy regulatory applications. Further, to deal in vaccines, a distributor has to be properly equipped with the necessary infrastructure such as cold room warehousing, handling facilities and knowledge. These need time to construct and thereafter, be audited by the relevant innovators or manufacturers.

Therefore, a tie-up like our consortium agreement with Royce Pharma is the most practical and compared realistic approach to other non-pharmaceutical licensed companies claiming to distribute Covid-19 vaccines. This is also because Royce Pharma is able to carry out fill and finish processes required. In due course, we envision testing and vaccination to take place in private clinics for maximum reach and penetration and we will be best positioned to support our nation. We truly understand efforts by our Malaysian government in its participation in COVAX, which is costly yet unable to cover 100% of the Malaysian population and residents and this is where Hong Seng will be able to support our nation in her fight appainst Covid-19.



This is the reason why we believe we are at the forefront at this point of time as we have also written in to the relevant government ministry to indicate our readiness to support all governmental efforts to vaccinate our population once the vaccines are available.

Moreover, we are working closely with our strategic partner, Line Clear Express & Logistics Sdn Bihd to boost our supply chain management capability in providing 3PL and 4PL services to support our businesses such as eMedAala's collaboration which includes mobile testing and vaccination trucks, glove fulfilment, vaccines and also other significant health products and services. All of these are just a small part of our vision to empower our nation in the flott against the pandemic.

Hong Seng is working very hard to delve into the healthcare sector and serve our nation. Our latest development is to be involved in supplying PCR Test Kits to government agencies especially to assist in the ongoing outbreak in Sabah. Discussions are also taking place to assist in building additional Test Labs for processing samples from the mass Covid-19 screenings. Hong Seng will make the relevant announcements when these come into fruition.

#### Filling Up The Vital Vacuum In The Financing Sector

Although the government has poured in hundred of billions in subsidies to help the people, however there are still many people and businesses who are greatly affected by the pandemic. Therefore, in July 2020, our Group has ventured into the hire purchase and related business through our wholly-owned subsidiary, HS Priority Management Sdn Bhd (HS Priority) to complement our Group's existing moneylending business with focus on extending our hire purchase facilities for commercial vehicles as well as industrial machineries and equipment.

The pervasiveness of the e-commerce landscape in Malaysia, in particular after the MCO implemented by the Malaysian government, has led to flourishing demartd for logistics services in particular the last-mile delivery. This has generated growth for the domestic transportation industry, particularly for those who supply vehicles to last-mile delivery service providers as well as demand for loans to automotive for commercial vehicles.

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Many industry players such as logistics, shipping ports and yards, mining, manufacturing and many others are facing issues in their cash flows but there is a need and opportunity during this tough time to expand their vehicle fleet and production capacity to meet the surging demands and HS Priority is here help ease their burden to own the much needed vehicles and heavy machineries such as lorries, trucks, cranes, forklitts and etc.



At the moment, due to cashflow impact, many borrowers may not have access to the types of loan facilities made available by licensed banks and other financial institutions due to stringent lending requirements imposed.

Hence, we believe that HS Priority will be able to help fill the vital vacuum which exists in the current financing sector as we aims to provide financial support to all industries by providing our customers with flexible financing schemes and competitive interest rates.

### OUR VISION

With the above initiatives, Hong Seng believes that our Group will be able to create a good sustainable future together with our stakeholders. As we are committed to be a good corporate citizen, we are working hard to support the nation in our own capacity by not just focusing on a single segment of healthcare to make profits but end-to-end healthcare for maximum efficiency.

At Hong Seng, we take aim to not to only to deliver commercial objectives and meet legal requirements, but also have a positive social impact on our community and those communities of our customers.



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