

# 至诚感谢

尊贵的马来西亚首相  
Yang Amat Berhormat  
Tan Sri Dato' Haji Muhyiddin  
Bin Haji Mohd Yassin

在2021年投资承诺大会上见证  
北部经济发展走廊执行委员会  
(Northern Corridor Implementation  
Authority "NCIA")与丰成综合  
有限公司 (Hong Seng)  
交换转租协议



丰成独资持有的丰成工业私人有限公司，与NCIA签署转租协议，在北部经济发展走廊 (Northern Corridor Economic Region "NCER") 大蓝图之下，于吉打橡胶城 102.6 亩的土地上，打造一座产能达 480 KTPA 的世界级综合丁二烯丙烯腈共聚物乳胶 (Butadiene Acrylonitrile Copolymer Latex "NBL") 厂房，以及手套生产厂房。

丰成由衷感谢马来西亚首相与政府、NCIA 以及所有相关单位，与我们携手迈向新征程。

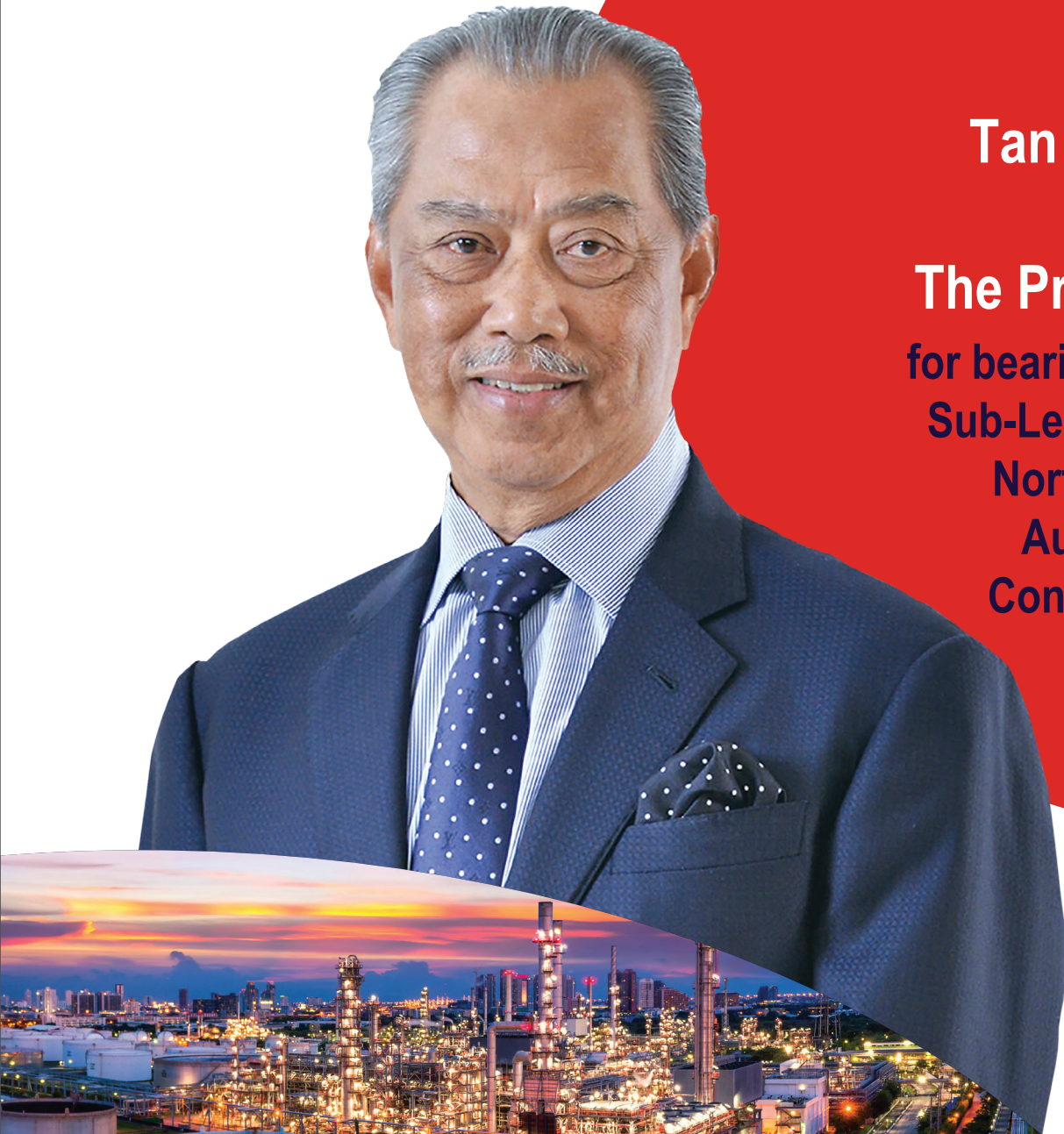


丰成综合有限公司  
Hong Seng Consolidated Berhad  
(股号0041)



# THANK YOU

**Yang Amat Berhormat  
Tan Sri Dato' Haji Muhyiddin  
Bin Haji Mohd Yassin  
The Prime Minister of Malaysia**  
for bearing witness to the exchange of  
**Sub-Lease Agreement (SLA) between  
Northern Corridor Implementation  
Authority (NCIA) and Hong Seng  
Consolidated Berhad (Hong Seng)**  
at **Majlis Komitmen  
Pelaburan 2021.**



Hong Seng through its wholly-owned subsidiary, Hong Seng Industries Sdn. Bhd. has entered into an agreement to sublease 102.6 acres of land from NCIA to build a World-class Integrated Butadiene Acrylonitrile Copolymer Latex (NBL) Plant with a planned capacity of 480 KTPA and Glove Manufacturing Facility in Kedah Rubber City under the Northern Corridor Economic Region (NCER) masterplan.

Hong Seng would like to thank the Prime Minister and Government of Malaysia, the NCIA and all parties involved for taking this progressive step forward with us.



**Hong Seng  
Consolidated Berhad**

(stock code 0041)





# 为大马手套业创造 可持续性的端到端供应链

丰成综合有限公司 (Hong Seng Consolidated Berhad, 股号0041) 最近和北部经济发展走廊执行委员会 (NCIA) 签约, 转租位于吉打橡胶城 (KRC) 的一片 102.6 英亩工业地, 打造和营运产能达 480 千吨/每年 (KTPA) 的丁二烯丙烯腈共聚物乳胶厂房, 通常在业界被称为丁腈乳胶 (NBL)。

这项投资对马来西亚手套领域来说是重要的一步, 打造国内首个全综合的手套生产厂房, 创建可持续性的端到端生产供应链。

此投资额高达 15 亿令吉的旗舰项目, 势必是吉打橡胶城的新篇章, 预计能从其他领域吸引逾 50 亿令吉的私人投资流入北部区域。该项目预计还能创造 2600 个就业机会, 其中有约 50% 的劳动力, 会专注在高技能技术人员和工程师之类的高价值工作岗位上。



我们很高兴能在北部经济走廊经济区 (NCER) 的吉打橡胶城, 投资打造世界级的综合 NBL 厂房和手套厂房, 并配备最顶尖的研究设备, 专注以可持续性的方式, 生产高质且具有强大聚合物功能的 NBL。我们的主旨是确保整个厂房的发展和拓展都是以可持续性的方式进行, 从而为我们的社区和供应链的所有相关利益者, 带来社会效益。



丰成综合集团董事经理拿督张海兴

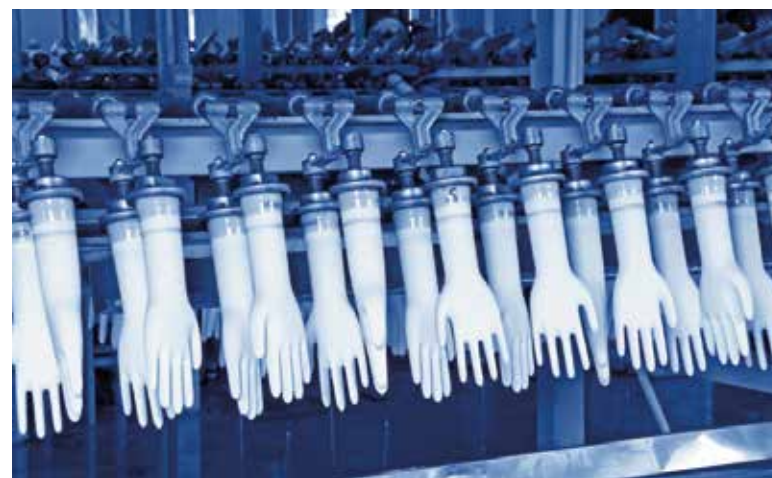


该集团也将率先研发丁二烯丙烯腈共聚物, 开创最先进的手套屏障保护技术, 并确保符合美国测试与材料协会 (ASTM) 和欧盟标准 (EN) 对医用和工业用手套的品质准则。这项技术有助于生产拥有强大聚合物功能的高质 NBL。

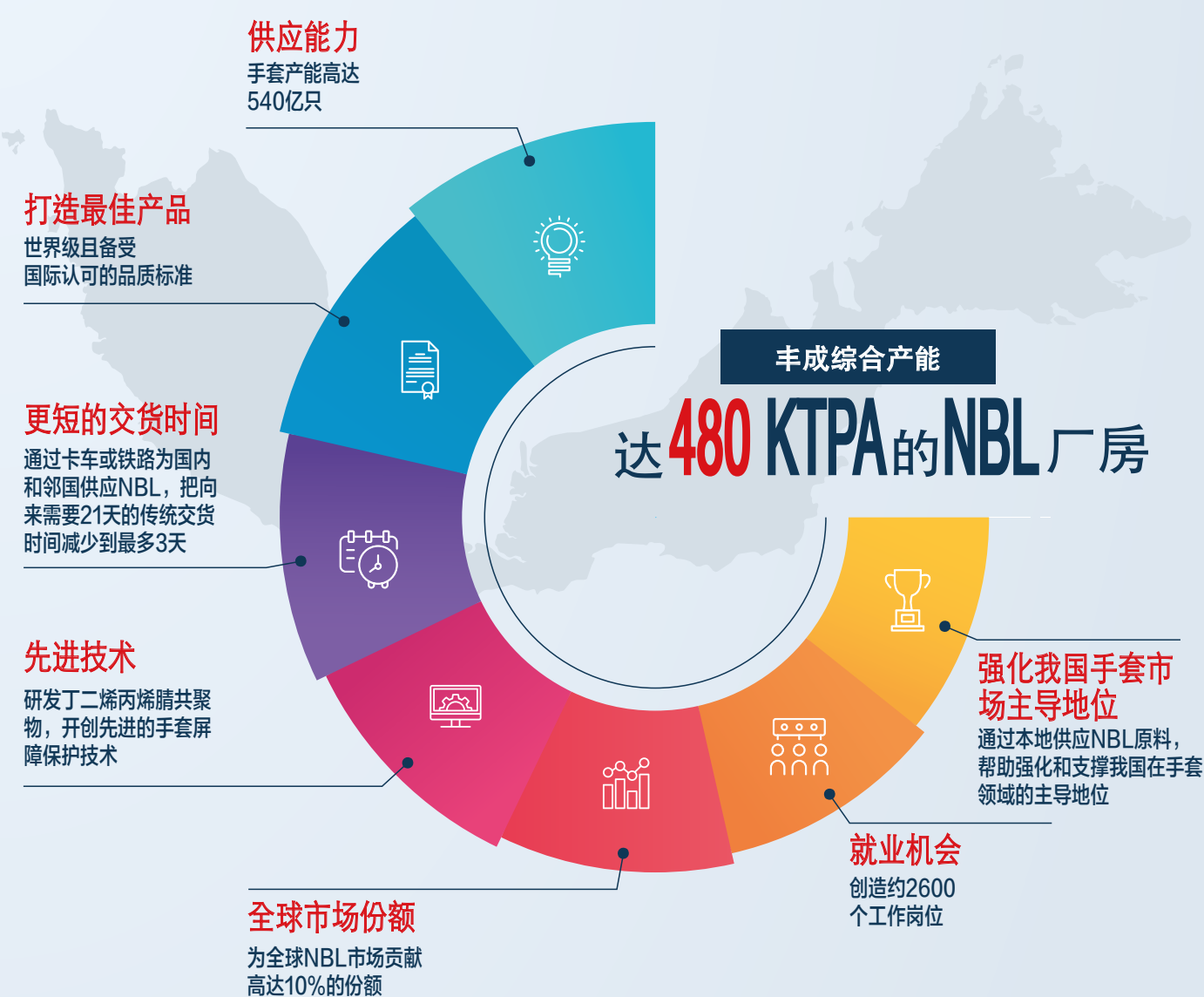
同时, 丰成综合不忘优先考虑员工的福利和待遇, 承诺根据其内部环境、社会和企业治理 (ESG) 政策, 为员工投资适当的住宿环境和社会发展, 并依循 SEDEX 和 Sedex 会员道德贸易审计 (SMETA) 的标准严格执行。

为了打造最优秀的人才库, 丰成综合计划在吉打橡胶城或临近的城镇地区为雇员提供住宅。该集团还向 NCIA 提出建议, 在大蓝图中策划发展一个名为 “Bandar KRC” 的城镇, 在其中规划现代设施, 如学校和商业中心。

除此之外, 环境保护是重中之重, 丰成综合所部署的投资计划中, 就有助降低碳足迹, 因为能通过安装好的管道, 为吉打橡胶城工业区供应 NBL, 省下从其他国家进口和运输 NBL 到大马的功夫, 进而显著减少碳足迹。



## 丰成综合 NBL 和手套厂房 项目焦点



## 满足丁腈手套生产商 对 NBL 原料的需求

据拿督张海兴所说, 作为丁腈手套最重要的原料, NBL 正面临短缺的问题, 而丰成综合此次的投资更是适时。NBL 占手套生产成本约 50% 至 60%, 但马来西亚的生产供应链却存在巨大的供需缺口。虽然我们是全球最大的手套出口商, 在 2020 年占了约 67% 的全球市场份额, 但我国所生产的 NBL 仅满足了全球约 18% 的 NBL 需求。

\*Global Market Insights 报告预计, 随着全球在医疗保健的开支增加, 加上食品和工业领域对手套的需求也正在升温, 预计在 2020 至 2026 年期间, NBL 的需求将会以约 7.5% 的复合年增长率 (CAGR) 增加。另一方面, 整个手套行业在 2027 年前, 预计将取得 10% 至 15% 的复合年增长率, 具体扩张速度还取决于手套的类型。

拓展事业版图进军 NBL 业务, 是丰成综合的一项战略投资, 不仅能紧抓上游领域普遍面临供应短缺的机会, 还能进一步降低我国对进口的依赖性, 从而确保我国总值 380 亿令吉的手套领域, 能长期处于市场主导地位 and 可持续性。

当手套市场的复合年增长率为 15% 之际, NBL 市场的复合年增长率仅有 7%。随着丰成综合和其他的 NBL 厂房竣工后, 供应其实仍不足以满足马来西亚手套商的需求。

拿督张海兴相信, 距离马泰边界只有 16 至 18 公里的吉打橡胶城处于策略位置, 让丰成综合比其他竞争对手更具物流成本优势, 因为马来西亚和泰国的手套商主要集中在中部和北部方圆 400 公里以内。因此, 相较于手套商从最近的中国、台湾、日本和韩国 NBL 出口商取货通常需要 21 天的交货时间, 该集团新的 NBL 厂房能将交货时间缩短到 1 至 3 天。

“吉打橡胶城的策略地点, 让本集团能够借由卡车和铁路运输, 以更短的交货时间为马泰市场提供服务。与同行和竞争对手相比, 吉打橡胶城基建规划完善, 而 NCER 可享受特别税务奖掖, 更是强化我们的优势,” 拿督张海兴补充道。

\*资料来源: Global Market Insights 于 2020 年 4 月发布的报告





# Creating a Sustainable End-to-end Supply Chain in Malaysia's Glove Industry

Hong Seng Consolidated Berhad's (Hong Seng/Group) (Stock Code: 0041) latest agreement with the Northern Corridor Implementation Authority (NCIA) to sublease 102.6 acres of industrial land in Kedah Rubber City (KRC) for the purpose of building and operating a 480 kilo-tonnes per annum (KTPA) Butadiene Acrylonitrile Copolymer latex or more commercially known as Nitrile Butadiene Latex (NBL) manufacturing plant.

The investment will be the first step towards the creation of the nation's first fully-integrated glove manufacturing facility and a sustainable end-to-end production supply chain in the Malaysian glove industry.

With an earmarked investment of RM1.5 billion, the flagship project will be a game-changer for KRC and is expected to attract more than RM5 billion in private investment from other industries into the Northern Region. The project is also expected to create 2,600 job opportunities, with about 50% of the workforce concentrated on high-valued jobs such as high-skilled technicians and engineers.



We are excited with our investment into the Northern Corridor Economic Region (NCER) to build a **World Class Integrated Butadiene Acrylonitrile Copolymer Latex (NBL) plant and a glove manufacturing facility in Kedah Rubber City** that is accompanied by cutting-edge research facilities concentrating on a sustainable production of high-quality NBL with robust polymer performance. It is our key goal to ensure that the development and expansion of our manufacturing plant are done in a sustainable manner that would bring positive social impact to our community and all stakeholders across the supply chain



Hong Seng's Group Managing Director, Dato' Teoh Hai Hin



The Group will also be spearheading the research and development (R&D) of the butadiene acrylonitrile copolymer to create leading-edge barrier protection technology for gloves in compliance with American Society for Testing and Materials (ASTM) and European Standards (EN) quality standards for medical and industrial use will help produce high-quality NBL with robust polymer performance.

Hong Seng also pledges to prioritise workers' welfare and treatment by investing in proper accommodation and social development of its employees as part of its internal Environmental, Social and Corporate Governance (ESG) policy and through proper implementation in compliance with SEDEX and Sedex Members Ethical Trade Audit (SMETA) requirements.

In order to attract the best talent pools, Hong Seng will provide residential housing for employees at KRC or the adjacent township area. The Group has also proposed to NCIA to develop a township known as "Bandar KRC" as part of the master plan that comes with modern amenities, including school and commercial centres.

Besides that, preserving the environment is one of the key focus areas, and we will be able to contribute to the reduction in carbon footprint. The NBL will be supplied via installed pipelines within the KRC industrial zone, and this would help to significantly reduce the carbon footprint from the transportation of NBL from other countries to Malaysia.

## FILLING THE DEMAND IN NBL, A VITAL RAW MATERIAL FOR NITRILE GLOVES PRODUCTION

According to Dato' Teoh, the Group's venture into NBL production is critical to meet the shortages of NBL, a vital raw material used for the production of nitrile gloves. To put into perspective, NBL accounts for approximately 50 to 60% of the glove manufacturing costs. However, there remains a huge supply-demand gap within Malaysia's production supply chain with the country producing only about 18% of the total NBL global demand required, despite being the world's largest exporter of glove, with an approximate 67% of global market share in 2020.

dominance and sustainability of Malaysia's RM38 billion glove industry.

Based on the comparison, the gloves market CAGR is 15%, and the NBL market CAGR is 7%. With the completion of Hong Seng's NBL plant or other upcoming NBL plants, the supply of NBL is still insufficient to cater to the demand of Malaysian glove makers.

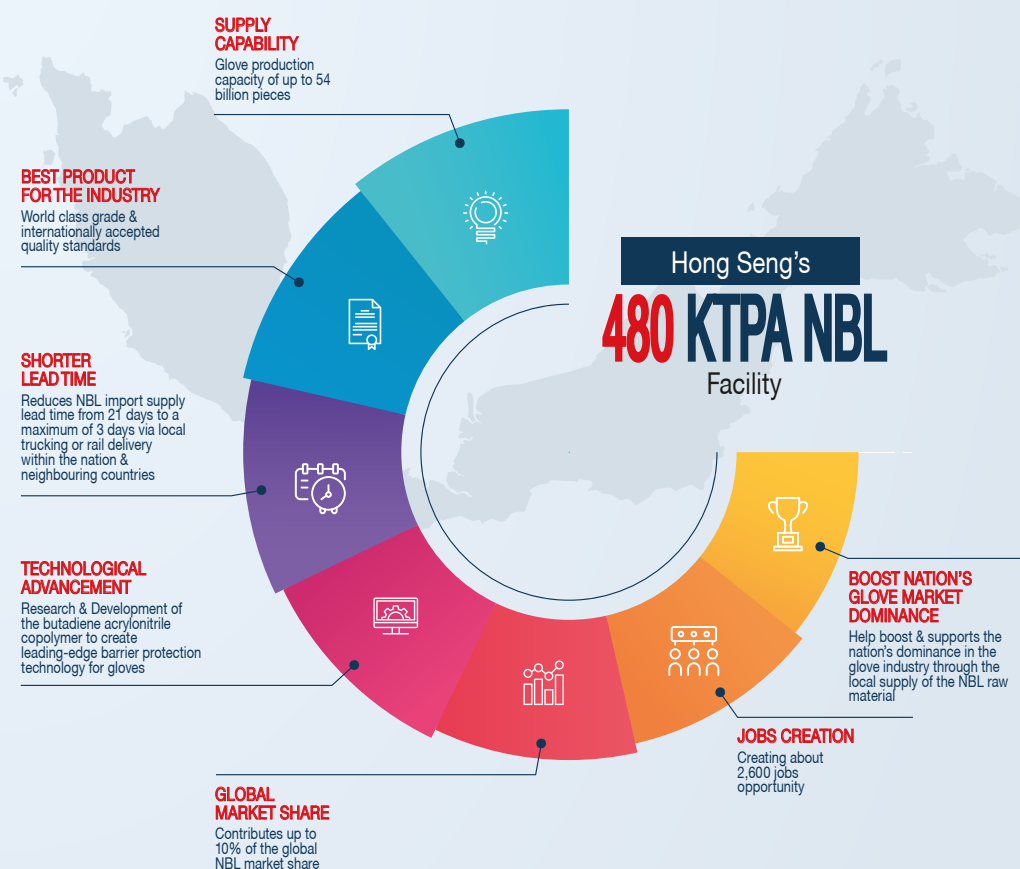
Dato' Teoh believes that the strategic location of KRC, given its proximity to 16 to 18km of the Malaysia-Thailand border, will give Hong Seng logistic cost advantage in its NBL business over its competitors given the concentration of glove manufacturers located within 400km radius in the Central and Northern region in Malaysia and Thailand. The group's new NBL plant is expected to have a shorter delivery lead time from 1-3 days as compared to the conventional 21 days lead time it takes for imports from the nearest key NBL exporters in China, Taiwan, Japan and Korea.

\*Global Market Insights's report projected a sustained demand for NBL with a compound annual growth rate (CAGR) of around 7.5% during the 2020-2026 period following the increasing healthcare spending across the globe coupled with growing demands for gloves from the food and industrial sector. While on the other hand, the overall glove industry is expected to grow at a CAGR of 10-15% depending on the type of gloves by 2027.

The planned expansion into NBL production by the group is a strategic investment to capitalise on the supply shortage prevalent in the upstream industry and further reduce the nation's dependence on imports and thus, ensuring the longer-term

"The strategic KRC location enables the Group to serve both the Malaysia and Thailand market via trucking and rail transportation with shorter lead time. A well-planned infrastructure in KRC and special tax incentives in the NCER will also give us the added advantage in comparison with our peers and competitors," Dato' Teoh added.

## HONG SENG'S INTEGRATED NBL & GLOVE MANUFACTURING FACILITY PROJECT HIGHLIGHTS



\*Source from Global Market Insights Report published in April 2020.