

## **Unlocking The Potential of A Great City**

# Dr. James Tee MD/CEO, Medini Iskandar Malaysia Sdn Bhd

27 November 2017

Seminar on Emergence of Future Cities

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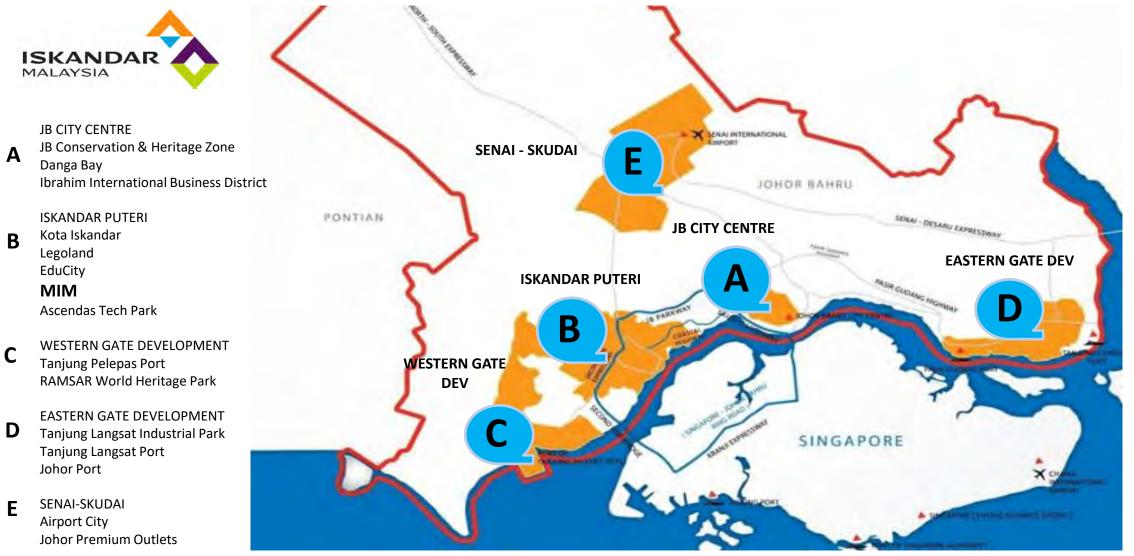
- Overview of Medini Iskandar Malaysia Sdn Bhd ("MIM")
- MIM's Unique Value Propositions
- Project Development Pipeline
- Strategic Marketing and Branding

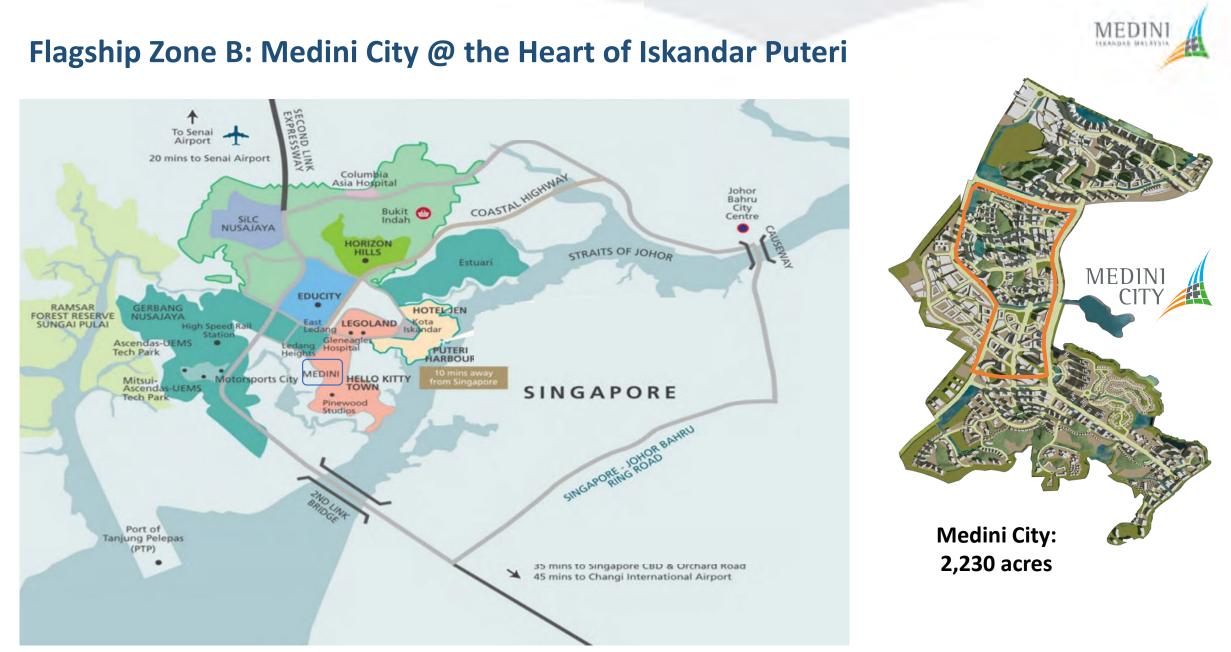
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# Iskandar Malaysia – Comprehensive Development Plan





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# MIM's Unique Value Propositions:

- 1. MASTER DEVELOPER WITH PRIME AND LARGE LANDBANK
- 2. UNIQUE MASTER-PLANNED SMART AND GREEN CITY IN CBD DEVELOPMENT
- 3. LOWER RISK PROFILE
- 4. PROVEN TRACK RECORD 48 APPROVED PROJECTS
- 5. EXCELLENT LOCATION, ACCESS AND CONNECTIVITY
- 6. MIM IS BACKED BY INTERNATIONAL AND REPUTABLE SHAREHOLDERS
- 7. STRONG FINANCIAL PERFORMANCE BY MIM
- 8. MANAGEMENT TEAM WITH VAST INTERNATIONAL EXPERIENCE
- 9. STRONG TIES WITH STATE AND FEDERAL AUTHORITIES
- **10.** ROBUST PIPELINE OF EXCITING NEW PRODUCTS



# **1. Master Developer with Prime and Large Landbank**

# In the beginning



# **1. Master Developer with Prime and Large Landbank**

### A) Land Use and Population

MIM is the master developer of Medini City, with prime and large land bank of 2,230 acres, whereby 158 acres are remaining, to be developed over the next 30 years.



No.	Land Use	Gross Floor Area (sq ft)	%
1.	Office	32.72 mil	71.4%
2.	Residential	10.07 mil	22.0%
3.	Retail	1.33 mil	2.9%
4.	Hotel	0.78 mil	1.7%
5.	Institution / Others	0.95 mil	2.1%
	TOTAL	45.9 mil	100%

# Estimated population:

Iskandar Malaysia: 3 mil by 2025 (current population: 1.8mil) Medini City: 480,000 by 2040

Source: IRDA and JLL Research



# **1. Master Developer with Prime and Large Landbank** B) MIM Believes in Sustainable, Green and Smart Developments

Accessibility







Adaptability & Sustainability

Public Realm



**Identity & Character** 

























### 1. Master Developer with Prime and Large Landbank C) Three Clusters Strategy to Develop Medini City, CBD of Iskandar Puteri, Johor





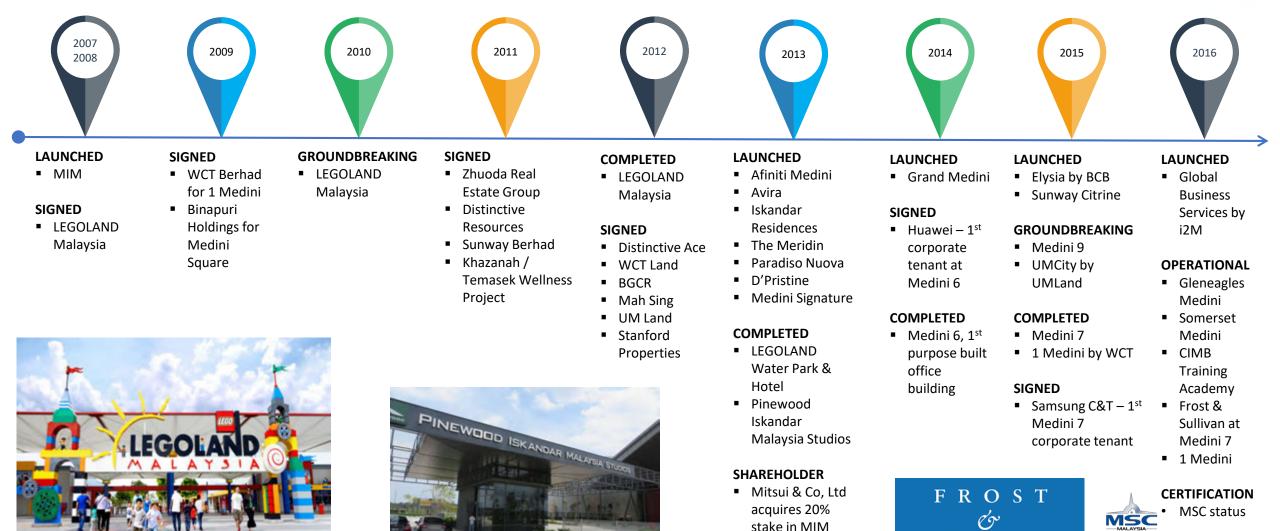
Cybercentre

13

VAN

# 1. Master Developer with Prime and Large Landbank

#### D) 10 Years On, Key Catalytic Projects Have Been Successfully Completed





# 1. Master Developer with Prime and Large Landbank E) Medini City Has a Comprehensive Ecosystem with Reputable Local/Global Brands

#### **Commercial / Global Business Services**





Iskandar Centre of Excellence

#### Education

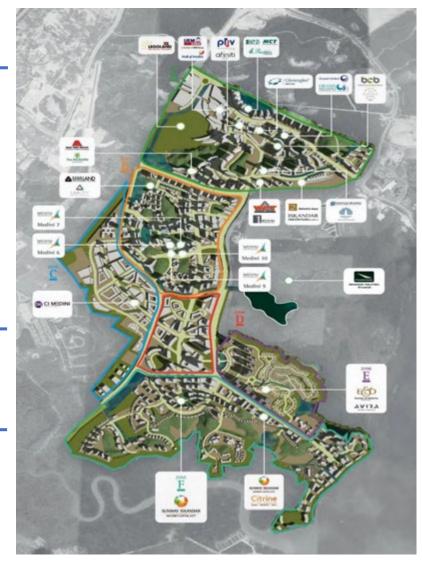
HUAWEI



#### Creative



ISKANDAR MALAYSIA STUDIOS



#### Healthcare



# **1. Master Developer with Prime and Large Landbank**

## F) Special Incentives Available Only in Medini City



	Incentive	Description	Malaysia IDR		Medini City
1	Malaysia My Second Home (MM2H)	Residency program with 10-year renewable visa based on minimum real estate purchase and bank balance	$\checkmark$	$\checkmark$	$\checkmark$
2	Malaysia Investment Development Authority (MIDA)	Various tax incentives and support mechanism across many industries	$\checkmark$	$\checkmark$	$\checkmark$
3	Malaysia Digital Economy Corporation (MDEC)	Special incentives for Information Communication Technology (ICT)	$\checkmark$	$\checkmark$	$\checkmark$
4	Islamic Banking Incentives	Enhanced framework and tax incentives for attracting Islamic banking, takaful and re-takaful	$\checkmark$	$\checkmark$	$\checkmark$
5	Foreign Knowledge Workers	Freedom to source knowledge workers globally without restriction		$\checkmark$	$\checkmark$
6	Reduced Expatriate Income Tax	15% rate instead of standard 26% for qualified knowledge workers working in qualifying knowledge sectors		$\checkmark$	$\checkmark$
7	Real Estate Developer Tax Waiver (AD Status)	<ul><li>Exempted from income tax on:</li><li>Disposal of land (up to 2015); and</li><li>Sales or rental of buildings (up to 2025)</li></ul>			$\checkmark$
8	Real Estate Development Manager Tax Waiver (ADM Status)	Exempted from income tax up to year of assessment 2020 (for management, supervisory and marketing related services)			$\checkmark$
9	Six Services Sector Special Tax Incentives (IDR Status)	Tourism, Logistics, Healthcare, Creative, Financial and GBS, and Education			$\checkmark$
10	Economic Planning Unit (Property Acquisition Guidelines)	No restrictions on foreign capital, repatriation of capital and equity in business ventures			$\checkmark$
11	Duty Free Vehicle	Duty free car for each foreign knowledge worker			$\checkmark$
12	Real Estate Bumiputra Waiver	No sales quota to Bumiputras			
13	Real Estate Local/ Foreigner Quota Waiver	Residential: 50% end-user product to be sold to Malaysians Commercial: 80% end-user product to be sold to Malaysians			$\checkmark$
14	Low Cost Housing Waiver	No low cost housing requirement (40% elsewhere)			



# 2. Unique Master-Planned Smart and Green City in CBD Development A) Ecosystem Enhancement (1/3)







# 2. Unique Master-Planned Smart and Green City in CBD Development A) Ecosystem Enhancement (2/3)











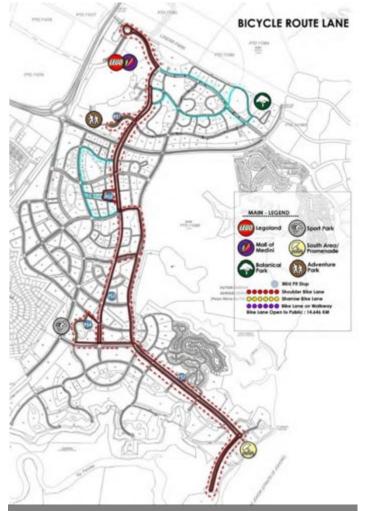




# 2. Unique Master-Planned Smart and Green City in CBD Development A) Ecosystem Enhancement (3/3)



Park Connectors



Medini Bike - Phase 1 'Cycling Route'



Mini pit stop, directional signage and road markings on site



# 2. Unique Master-Planned Smart and Green City in CBD Development B) Green Iskandar Puteri – Building a green, connected economy (1/6)

#### **Green Iskandar Puteri**

To create a sustainable "Green Living" that provides good facilities and amenities of international standards to the community.

# Green Economy Vision Where low carbon growth

Elements et

**Our Vision** 

Where low carbon growth resulted in resource efficiency and social inclusivity Participation of the local community including work force, surrounding residents, educational institutions and government agencies

Community

Improvement to the quality of the environment, biodiversity and green spaces

Environment



# 2. Unique Master-Planned Smart and Green City in CBD Development B) Green Iskandar Puteri - Parks (2/6)

#### 46 parks over 342 acres

# Leading the Way in creating a Sustainable Lifestyle

We commit to create a sustainable "Green City" that provides excellent and comfort facilities and amenities for working, learning and living of international standards

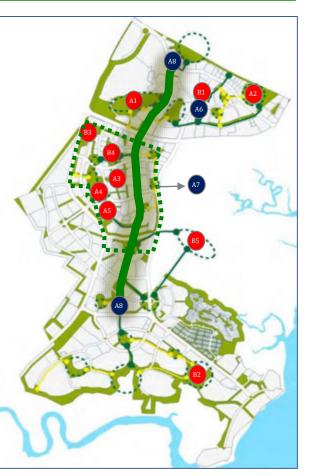


#### Main Parks and Green Linkages

A1. Adventure Park

- A2. Botanical Park
- A3. Central Piazza
- A4. Edible Park
- A5. Heritage Foret
- A6. Children Park
- **A7.** Park Connectors
- A8. Pedestrian Boulevard
- A9. Public Arts
- B1. Mahkota Park (BCB)
- B2. Emerald Lake (Sunway
- B3. Lakeside (UMLand)
- B4. The M Park (Macrolink)
- **B5.** Pinewood Lake







# 2. Unique Master-Planned Smart and Green City in CBD Development B) Green Iskandar Puteri - Parks (3/6)



Launch of **Adopt a Park "Hutan Kita"** programme on 26 May 2016 by Tun Jeanne Abdullah, Advisor of Landskap Malaysia, in collaboration with IRDA and MPJBT.

#### Medini Green City Initiatives

#### **Central Piazza**

Located in the center of Medini, also known as Plaza Utama – this vibrant park has become a focal point for Medini community activities and meeting place.









# 2. Unique Master-Planned Smart and Green City in CBD Development B) Green Iskandar Puteri - Parks (4/6)

Medini Green City Initiatives

#### Heritage Forest

Wilderness, green heritage-native and local flora, ethnobotanicculturally relevant flora to local communities. Most part of the park is a gentle hike along its periphery.

Trails upwards are more challenging and through more dense planting ending in a hyper dense spine.



**Urban Farming @Edible Park** - where edible landscape is presented in various formats – inspirational design and lifestyle, educational workshops that encourage growing sustainable food at home and farm to table experience that encourages support of local produce and sustainable farming.

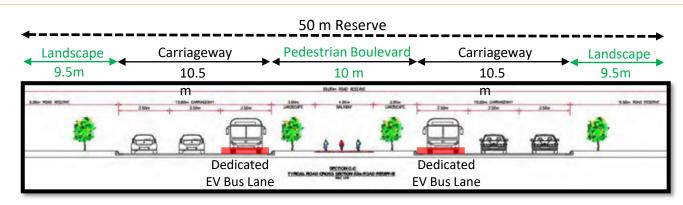


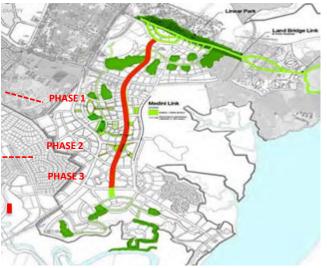


# 2. Unique Master-Planned Smart and Green City in CBD Development B) Green Iskandar Puteri – Medini Pedestrian Boulevard (5/6)

#### Feature Project:

- A pedestrian boulevard along Lebuh Medini Utama (approximately 4km starting from the Mall of Medini to Sunway Iskandar) acting as Medini's 'green spine' with commercial kiosks/ activities located throughout the boulevard.
- To be **developed along the median reserved for the Tram/ BRT line**, with a dual carriageway main thoroughfare reserve of 50m.
- The proposed boulevard shall **commence in phases starting with Zone A** which has the most development and activation.







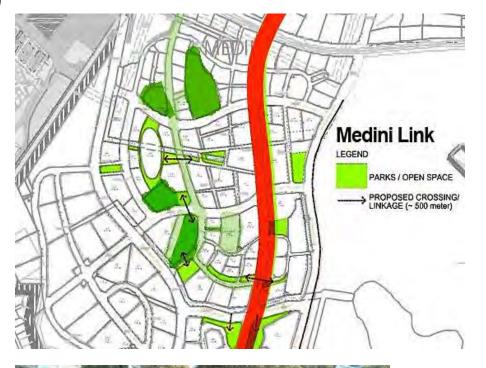


# 2. Unique Master-Planned Smart and Green City in CBD Development

B) Green Iskandar Puteri – Central Park Connectors (6/6)

#### **Feature Project:**

- Park connectors will be designed to **create pedestrian linkage** throughout all green areas (about 54 acres) in Medini Central Business Park.
- The connectors may be in the form of **pedestrian pavements**, **cycling lanes**, with crossings of a minimum width of 1.5m on identified roads.
- This will include approximately **500 meters of crossings/ linkages** with detailed signage.
- Small parklets, seating areas, gazebos or work out areas in between the connectors will be built as **pit stops** for users.









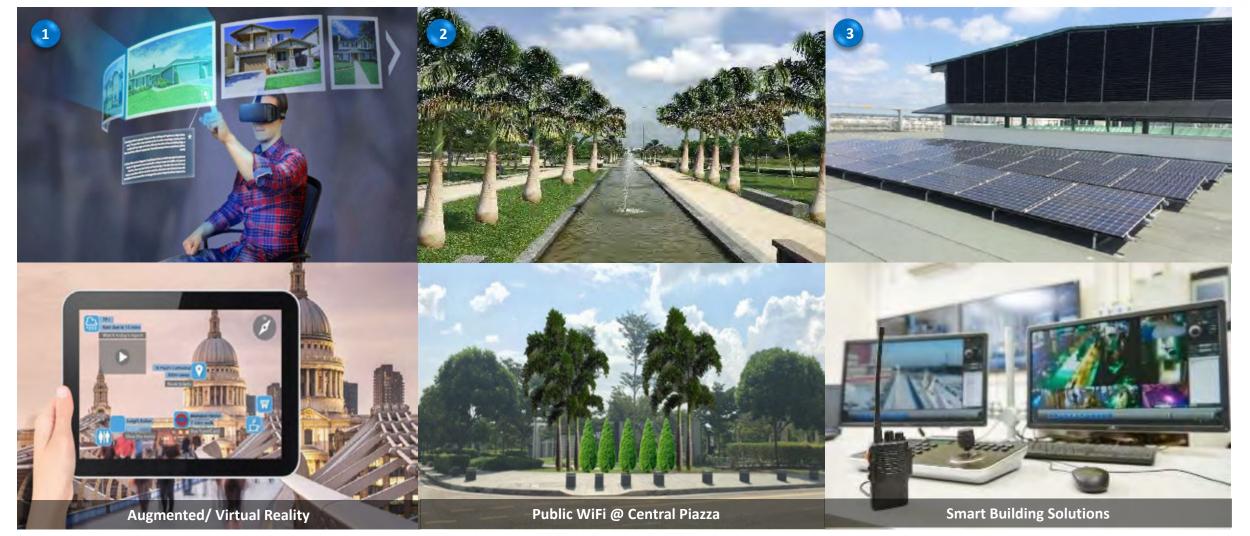


# 2. Unique Master-Planned Smart and Green City in CBD Development C) Smart Township Elements (1/4)

Our Vision	Smart Iskandar Puteri A smart, sustainable community where residents, investors and visitors experience a place that is uniquely safe, connected, liveable & efficient.				
	Safe	Connected	Liveable	Efficient	
Vision Elements	Where technology contributes to robust urban security	Superior connectivity for transportation and Internet-of- Things (IOT)	Full suite of amenities and services to create a vibrant, prosperous and inclusive community	A city that prides itself on optimal productivity and efficiency	



# 2. Unique Master-Planned Smart and Green City in CBD Development C) Smart Township Elements (2/4)





# 2. Unique Master-Planned Smart and Green City in CBD Development C) Smart Township Elements (3/4)



Smart Mobility





Smart Security and Safety Technology



# 2. Unique Master-Planned Smart and Green City in CBD Development C) Smart Township Elements (4/4)





- Medini 7 has been awarded MSC Status and is certified as a Designated Premise by the Ministry of Communications and Multimedia Malaysia.
- Medini 6, 7, 9 and 10 are in a MSC Cybercentre.
- Medini City enjoys superior internet connectivity with high speed broadband internet.







# **3. Lower Risk Profile**

# A) Strategic Competitive Advantage

MALAYSIAN REAL ESTATE INDUSTRY	Competitive Advantage	Examples of Strategic Control
Value Creation Strategies Dr. James Tee	High	<ul> <li>Superior financial position with ample capital, strong cash flow, high recurring income, low financing cost and access to the capital market</li> <li>Strategic and well-located land bank</li> <li>Management experience and expertise in projects of similar scale and complexity in the same country</li> </ul>
	Medium to High	<ul> <li>A trusted and branded developer</li> <li>Huge following of loyal customers who enjoy a consistent track record of good investment returns</li> <li>Strong liaison with the authorities for fast approvals and smooth compliance</li> </ul>
Foreword by Datuk Seri Michael K.C. Yan	Low to Medium	<ul> <li>Excellent technical expertise in value engineering to reduce costs</li> <li>Innovative concepts, superior master planning, quality products and superb services</li> <li>Outstanding sales and marketing capability with local knowledge</li> </ul>

# **3. Lower Risk Profile** B) Landbank and Infrastructure

- i. Existing landbank already fully paid for.
- ii. All infrastructure for Medini City has been fully built. RM1.44bil spent by MIM for building world-class infrastructure.
- iii. With land and infrastructure costs covered, only development risk exists.
- iv. Medini infrastructure features:

#### Water Supply

- Reservoir 16mil gallon
- 72km of piping , 33km of which has been handed over to SAJ



#### Sewerage

- Design capacity of 550,000
   Population Equivalent (biggest single plant in Johor)
- Sewer lines 42 km, of which 17km has been handed over to IWK
- 6 Sewage Pumping Stations, of which 4 have been handed over to IWK



#### Power Supply

- Maximum load demand 350 MVA
- Three PMUs (275/132/33kV) sites
- 7 PPUs (33kV) constructed, of which 3 have been energised by TNB
- 22 11kV substations in Medini to power streetlights, traffic lights



#### **Telecommunications**

 72km of telco ducting has been constructed









# 4. Proven Track Record with 48 Approved Projects B) 20 Projects Under Construction





## 4. Proven Track Record with 48 Approved Projects C) 10 Projects to be Launched

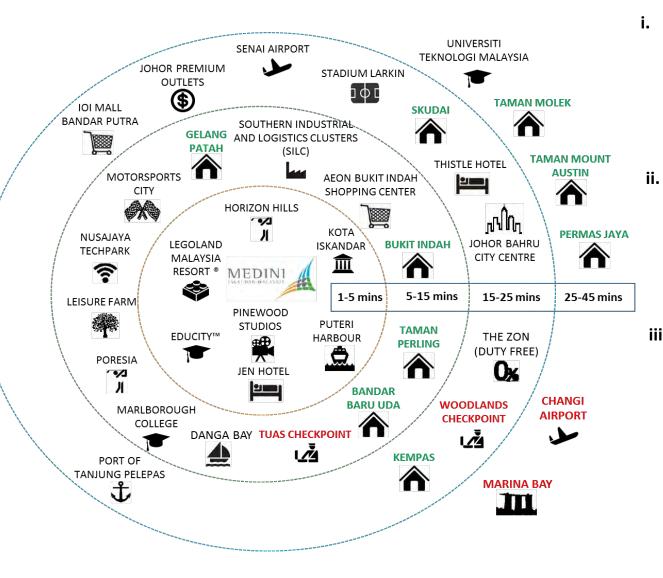












- Excellent highway connectivity
  - North South Highway
  - Coastal Highway Southern Link (CHSL)
  - Second Link Expressway
  - Pasir Gudang Highway
- . Seaports
  - 15 mins to Port of Tanjung Pelepas
  - 20 mins to Jurong (Singapore)
     Port
  - 45 mins to Johor Port

#### iii. Airports

- 25 mins to Senai International Airport
- 35 mins to Seletar Airport (Singapore)
- 45 mins to Changi Airport

A stone's throw away from Singapore at 1/3 the price !















Iskandar Malaysia Bus Rapid Transit (BRT)



Johor Singapore Rapid Transit System (RTS)



KL-Singapore High Speed Rail (HSR)



Medini Local Tram (MLT)

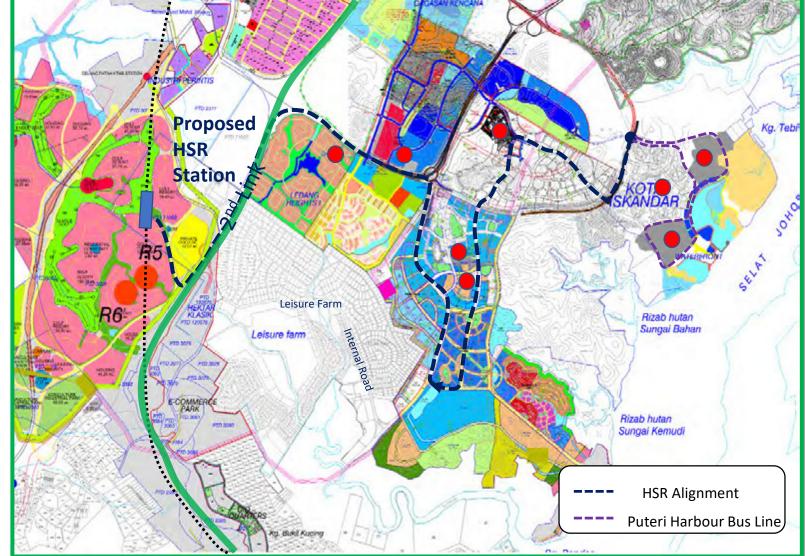














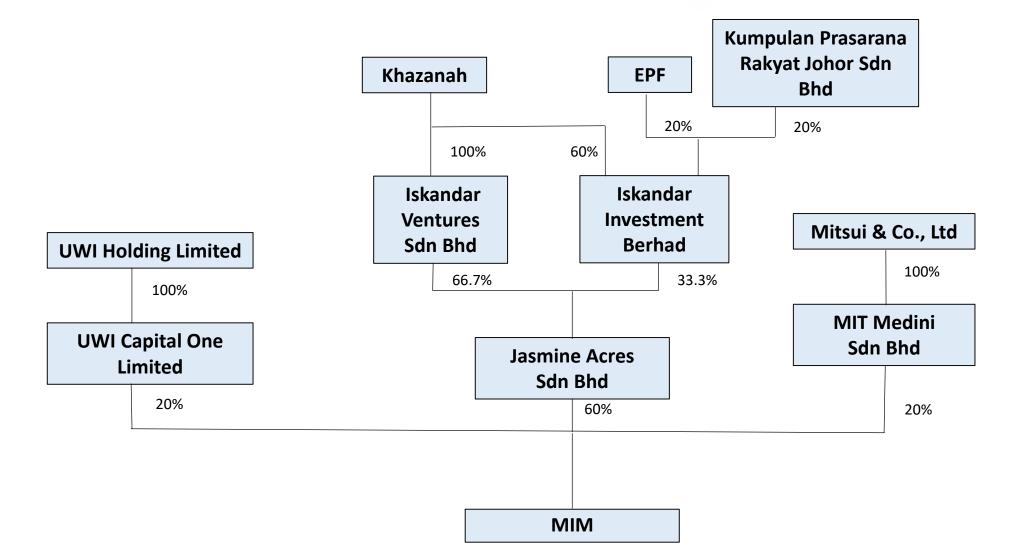
## 6. MIM is Backed by International and Reputable Shareholders



\*The other shareholders are EPF (4% shareholding) and KPRJ (4% shareholding)

## 6. Corporate Structure of MIM





## 8. Experienced Board of Directors



Tn. Hj. Jamil Hajar bin Abdul Muttalib (Chairman)



Zaida Khalida binti Shaari



Dr Mohamed Imran Markar



Selvendran Katheerayson



Amr Ahmed Youssef Ahmed Mahmoud



Datuk Khairil Anwar bin Ahmad



Eiichi Tanabe



Seishi Matsumoto



Soh Choo Sen

MED

ISKANDAB MAL



## 8. Management Team with Vast International Experience



**Dr. James Tee Kim Siong** Managing Director/Chief Executive Officer



Zulaifah Abdul Ghani Chief Financial Officer



Mohamad Zamani Razali Senior Executive Vice President, Development



Yasuhiro Nakano Executive Vice President, Smart City Development



## 9. Strong Ties with State and Federal Authorities



## **10. Robust Pipeline of Exciting New Products** A) Medini 9 – Building Under Construction



### Medini 9

21-storey GBI-certified office building 501,381 sf GFA with smart and green features:

- a) Occupancy Sensors and Lighting Control
- b) In-Building Solution and Wi-Fi
- c) Photo voltaic solar panels
- d) Electric Vehicle Charging Stations





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# **10. Robust Pipeline of Exciting New Products**

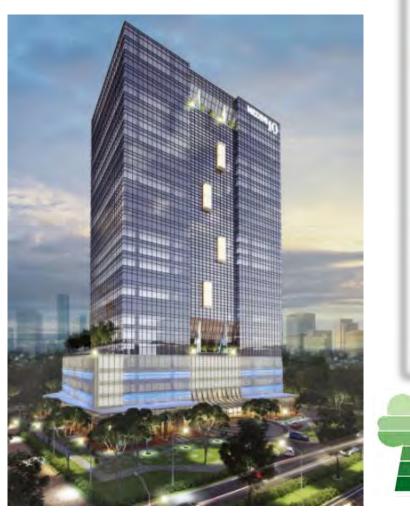
**B)** Medini 10 – Building Under Construction

### Medini 10

27-storey GBI-certified office building 508,573 sf GFA with smart features:

- a) Occupancy Sensors and Lighting Control
- b) In-Building Solution and Wi-Fi
- c) Photo voltaic solar panels
- d) Electric Vehicle Charging Stations







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### **Project Development Pipeline - New Product Launches in 2018**









Garden Offices at Plot D2



### **Project Development Pipeline - Future Developments in Medini City (1/2)**

### **The Pulse - Premier Green Office Park**

Positioned as a Premier Green Office Park, The Pulse, covering an area of 24 acres, caters to the needs of businesses wanting to move into Medini City. The office building designs in The Pulse are efficient and complemented by green spaces, cafes, retails outlets and community gathering spaces all of which are amenities that will contribute to the liveability of Medini City.

Being the first out of four cluster developments led by MIM, development within The Pulse will anchor Medini City's position as the Central Business District of Iskandar Puteri.





### **Project Development Pipeline - Future Developments in Medini City (2/2)**

### **The Compass - Premier Financial Centre**

The Compass is located in the heart of Medini City, aiming to provide a holistic experience for its visitors and occupants that will reinvent the meaning of a green lifestyle.

The Compass ups the ante with the strong presence of an elliptical park, creating a central avenue for recreational and relaxation purposes.







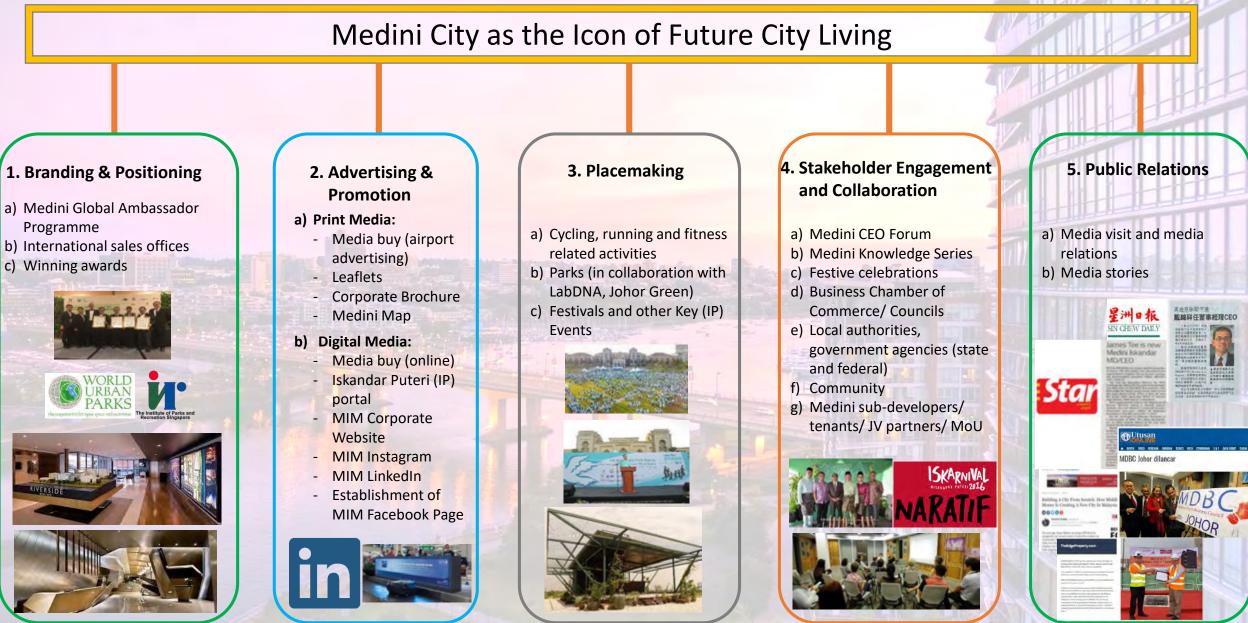


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## **MIM's 2017 Marketing and Communications Plan**





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## Medini City's Branding and Positioning Activity Calendar for 2017



### **Media Coverage**



The Appointment of Dr James Tee



#### lames Tee is new Medini Iskandar MD/CEO

PETALING JAYA: Developer Medini Iskandar Malaysia Sdn Bhd (MIM) has announced the intment of James Tee as its new manag ing director/chief executive officer effective since April 10.

Tee was the executive director for UO Holdings Sdn Bhd and UOA Asset Managemen Sdrs Bhd, CEO of GLM RETT Manag Rhd under the Hong Leong Group, and CEO o the group chief operating officer of Kurna Asia Berhad, MIM said in a statement

Tee's appointment follows the departure of former MD/CEO Datuk Ir Khairil Anwar Ahmad, who has taken on a new role as pres ident/chief executive officer of Iskandar Investment Bhd (IIB) since Nov 1, 2016. IIB, the developer for Iskandar Malaysia, is

a shareholder of MIM. The other shareholders of MIM include Mitsui & Co Ltd. and United World Infrastructure Ltd. Khairil said in the statement that IIB was

looking forward to working closely with MIM on the development of Medini as the central business district of Iskandar Puteri, and the supporting ecosystem for the township.

We will also continue to work together with the stakeholders at the Johor State and Federal levels."

MIM focuses on commercial developments including placemaking initiatives to complement the ecosystem, where they have delivered at least 200,000 sq ft of gross floor area of office space located in prime areas of

FEDGE

MARKETS

MAKE BETTER DECISIONS

### Launch of MDBC Johor Chapter in Medini



Dutch firms told to explore opportunities in Malaysia

BY NELSON BENJAMP

ISKANDAR PUTERI: With investments by Dutch companies hitting RM48.2bil so far, more investors from the Netherlands are encouraged to explore opportunities in this country.

The Netherlands ambassador Karin Mossenlechner said fields that could be explored include engineering, finance, digital economy and smart city.

# iProperty.com.my

Malaysia's No.1 Property Site

THE STAR



"So, we are looking forward to cooperate with Johor to learn from each other's experience," she told a press conference after witnessing the launch of the Malaysian Dutch Business Council (MDBC) Johor Chapter in Jokandar Duler

Netherlands Looks To Invest In Iskandar



Malaysia

Bernama Thursday, May 4, 2017

Amsterdam

#### News

#### Malaysian Dutch Business Council Launches Johor Chapter in Medini, Iskandar Puteri

#### After celebrating their 20th anniversary in Malaysia last year, MDBC is now further expanding their reach nationwide.

Johor, 3 May - The Malaysian Dutch Business Council (MDBC) today launched their Johor Chapter located at Medini 6, an office building located in the prime and central part of Medini, Iskandar Puteri. The launch was officiated by YBhg. Datuk Ismail Ibrahim, Chief Executive of the Iskandar Regional Development Authority (IRDA) as the official representative of Menteri Besar Johor Y.A.B. Dato' Mohamed Khaled Bin Nordin, witnessed by H.E. Karin Mössenlechner, Ambassador of the Kingdom of the Netherlands; Tuan Haji Zainul Rahim, Chairman of MDBC; and Dr James Tee, Managing Director / Chief Executive Officer of Medini Iskandar Malaysia Sdn. Bhd. (MIM).

Continuing their growth after celebrating their 20th anniversary in Malaysia last year, MDBC is now further expanding their reach nationwide. With the launch of the Johor Chapter, it will serve the needs of council members in Johor and the southern region of the country. The Johor Chapter will also serve members based in Singapore. In addition to Johor, the MDBC has a Penang Chapter as well.

#### James Tee has been appointed MD and CEO of Medini Iskandar Malaysia's

#### Adela Megan Willy / theedgemarkets.com April 11, 2017 22:32 pm MYT

KUALA LUMPUR (April 11): Medini Iskandar Malaysia Sdn Bhd (MIM) has appointed Dr James Tee as its managing director and chief executive officer (CEO) of the company, replacing Datuk Khairil Anwar Ahmad who has taken a new role as president and CEO of Iskandar Investment Bhd (IIB) since Nov 1, 2018.

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In a statement today, MIM said Tee has extensive experience in the property development sector, having served as the executive director for UOA Holdings Sdn Bhd and UOA Asset Management Sdn Bhd. CEO of GLM REIT Management Sdn Bhd under the Hong Leong Group, and CEO of the Setia Awan Group, Prior to that, he was the group chief operating officer of Kumia Asia Bhd





### **Chill & Ride in Medini City**



#### Chill and Ride in Medini City - Brand New Cycling Paths and Green Parks Revealed



Medici Giy is a recolly-priority alwared in Jones Leef Truckey, Medici Islandar Melaysia Bon Mini (1994) press a screek for inetrig its needs completed systing paths. The event, dubbad as Chill and Hote in Neetin City, see a gathering of employees? in lanens, sub-developers, residents and other simulations at Machin David Preparation

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#### TheEdgeProperty.com

#### New 22km cycling path opens in **Medini City**

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JOHOR (July 31): Medini Iskandar Malaysia Sdn Bhd has opened a 22km cycling path in Medini City in Iskandar Puteri, 👘 💷 last Thursday.

It will provide residents with a viable alternative to vehicular transportation, said Medini Iskandar in a statement.

There is a total of five strategically located pit stops along the path for cyclists to park their bikes and enjoy the sights as the cycling path is designed to allow cyclists to enjoy the urban township's green spaces and public art attractions.

"The completion of the cycling paths in Medini forms part of our commitment to shape Medini as a destination of choice for business, leisure and healthy living," said Medíni Iskandar managing director and CEO James Tee.

Meanwhile, Medini Iskandar will soon launch the Edible Park and Heritage Forests, two of the 46 parks in the township spread over 342 acres.

### Medini 9 Topping Off Ceremony

#### TheEdgeProperty.com

JOHOR BAHRU (JUNE 14): The superstructure of the first high-rise premium office building developed by Medini Iskandar Malaysia Sdn Bhd (MIM) in Medini City, Johor has been completed.

The completion of Medini 9's superstructure was marked by a toppingoff ceremony yesterday at the rooftop of the 21-storey building.

MIM told TheEdgeProperty.com that Medini 9 will be completed and operational sometime in 2018.

"Medini 9 is the first high-rise premium office building developed by MIM, located in Medini City, the Central Business District of Iskandar Puteri. I am delighted to announce the completion of the Medini 9 superstructure, which will further boost the confidence level of developers, investors and prospects of Medini City, Our strong commitment to deliver good quality building in a timely manner has made it possible for us to celebrate this special occasion," said MIM managing director and chief executive officer James Tee in a statement today.



### UTUSAN MALAYSIA



KHA/RUL ANWAR AMMAD (kir0 bersens James Tee (dus darf kiel, dan pegawailain melakaikan acara 'munamban aimen' best perabangunan pejabat Medini 3. kelmarin.

Institute of Parks and Recreation Singapore and World Urban Parks Awards Ceremony @ Marina Bay Sands, Singapore – 19 July 2017



Institute of Parks and Recreation Singapore and World Urban Parks Awards Ceremony @ Marina Bay Sands, Singapore – 19 July 2017





### Two International Property Awards For Medini 6 & Seri Medini – 7 Sept 2017









### Address:

MEDINI ISKANDAR MALAYSIA SDN BHD (HQ) B-FF-02, Medini 6, Jalan Medini Sentral 5, Bandar Medini Iskandar Malaysia, 79250 Iskandar Puteri, Johor, Malaysia

Tel : +607 509 8500 Fax : +607 509 8501

### THANK YOU

For more info visit www.medini.com.my