



# Malaysian PKS exports to Japan



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## Regarding PKS export

- **PKS Origin : Malaysia**
  - **Varieties : Tenera species**
  - **The available supply is**
    - **30,000MT/month**
    - **360,000MT/year**
  - **All PKS stock is GGL certified by the following:**
    - **Collector**
    - **Trader**
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## PKS supply proposal details

- All PKS stock is collected by a Malaysian government-affiliated company that is GGL certified.
  - Contract period: Long-term contract possible (20 years, etc.)
  - Contracting Party: Malaysian State-owned Enterprise
  - Possible to directly conclude contracts with end users in Japan
  - Trade terms: FOB only
  - Payment Terms : L/C at sight
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# About Malaysian State Enterprises

Malaysian state-owned enterprises (hereafter, MSOE) is one of the world's largest producers of crude palm oil (CPO), with an annual production of around 3 million MT, accounting for 4% of the world's CPO production and 15% of Malaysia's CPO production.

MSOE operates in nine countries across Asia, North America and Europe.

MSOE listed on the Main Market of Bursa Malaysia on 28 June 2012, is a Malaysia-based agribusiness company that raised RM10.4 billion in an IPO, the third largest in the world.

MSOE was established in 2007 as the commercial arm of the Federal Land Development Authority (FELDA) to oversee investments in upstream and downstream palm oil businesses and other agribusiness.

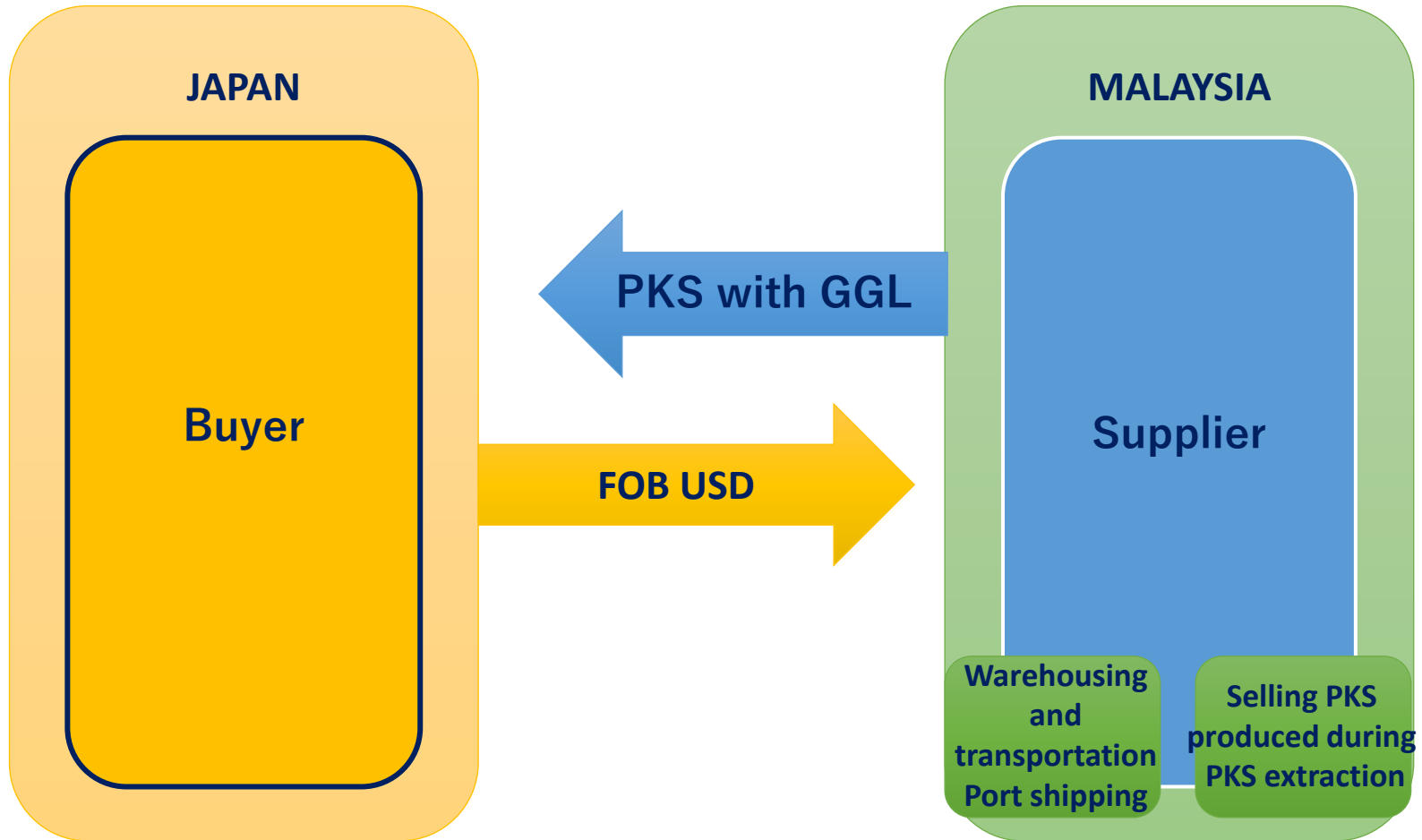
MSOE is primarily focused on four core business segments: plantations, sugar, integrated estates and logistics & support businesses, supported by over 51,000 employees.

Leveraging 50 years of industry expertise, we are committed to continually driving sustainable business whilst exploring new revenue streams and creating additional value from the circular economy.

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# PKS export trade to Japan





## PKS supply availability and timing

| Country       | Port                              | Monthly supply available | Supply start time |
|---------------|-----------------------------------|--------------------------|-------------------|
| East Malaysia | Lahad Datu Port, Sabah            | 20,000MT                 | April, 2024       |
| West Malaysia | Kuantan Port or Pasir Gudang Port | 10,000MT                 | January, 2024     |



# Common yard facilities

Yard or storage facility: 9,000 to 20,000 m<sup>2</sup>

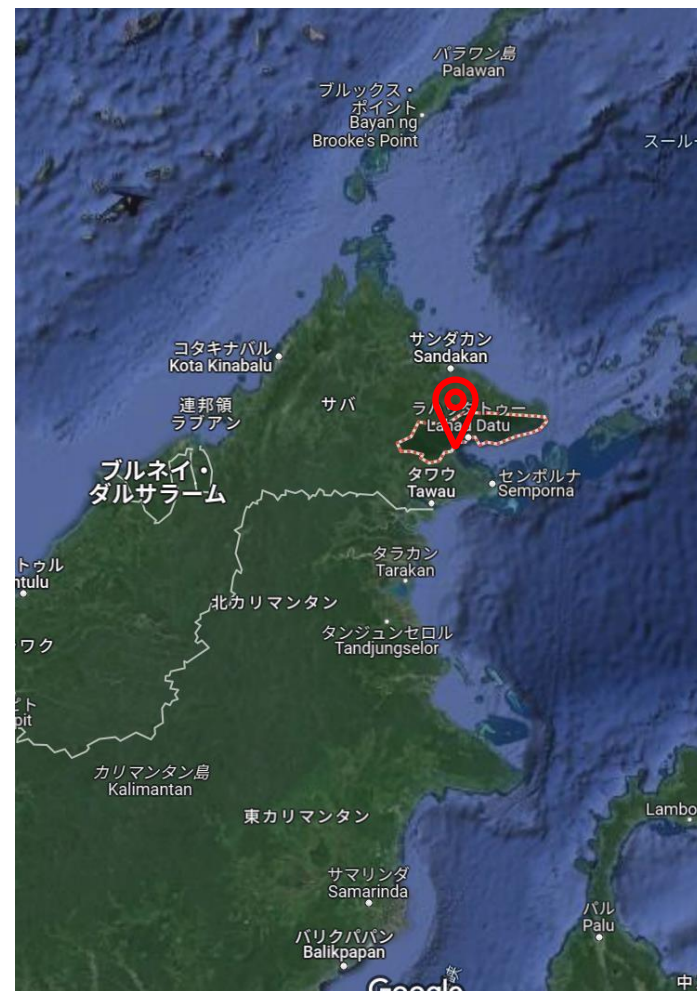
- The production line consists of two to three sieving machines.
- Capable of processing 10,000 to 40,000 tons per month
- A typical yard consists of 3 wheels loaders and an independent weight bridge.





# Lahad Datu Port (East Malaysia)

- ◆ Harbor draft 12m
- ◆ Maximum vessel size: 20,000 mt
- ◆ No beam limit
- ◆ Customs and immigration inspections  
can be done locally
- ◆ Stockpile within 3km of the port
- ◆ Loading with crane and bucket
- ◆ 10,000 ton in 5 days

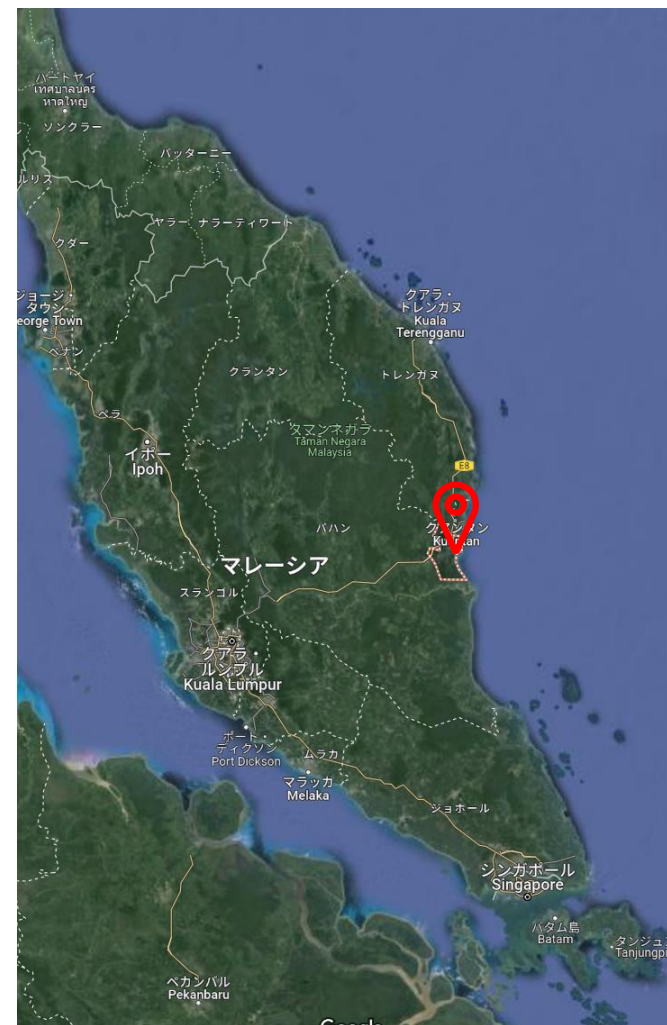






# Kuantan Port (West Malaysia)

- ◆ Harbor draft 16m
- ◆ Maximum vessel size 50,000 mt
- ◆ No beam limit
- ◆ Customs and immigration inspections  
can be done locally
- ◆ Port Stockpiling
- ◆ Loading by conveyor belt
- ◆ 10,000 tons in 5 days



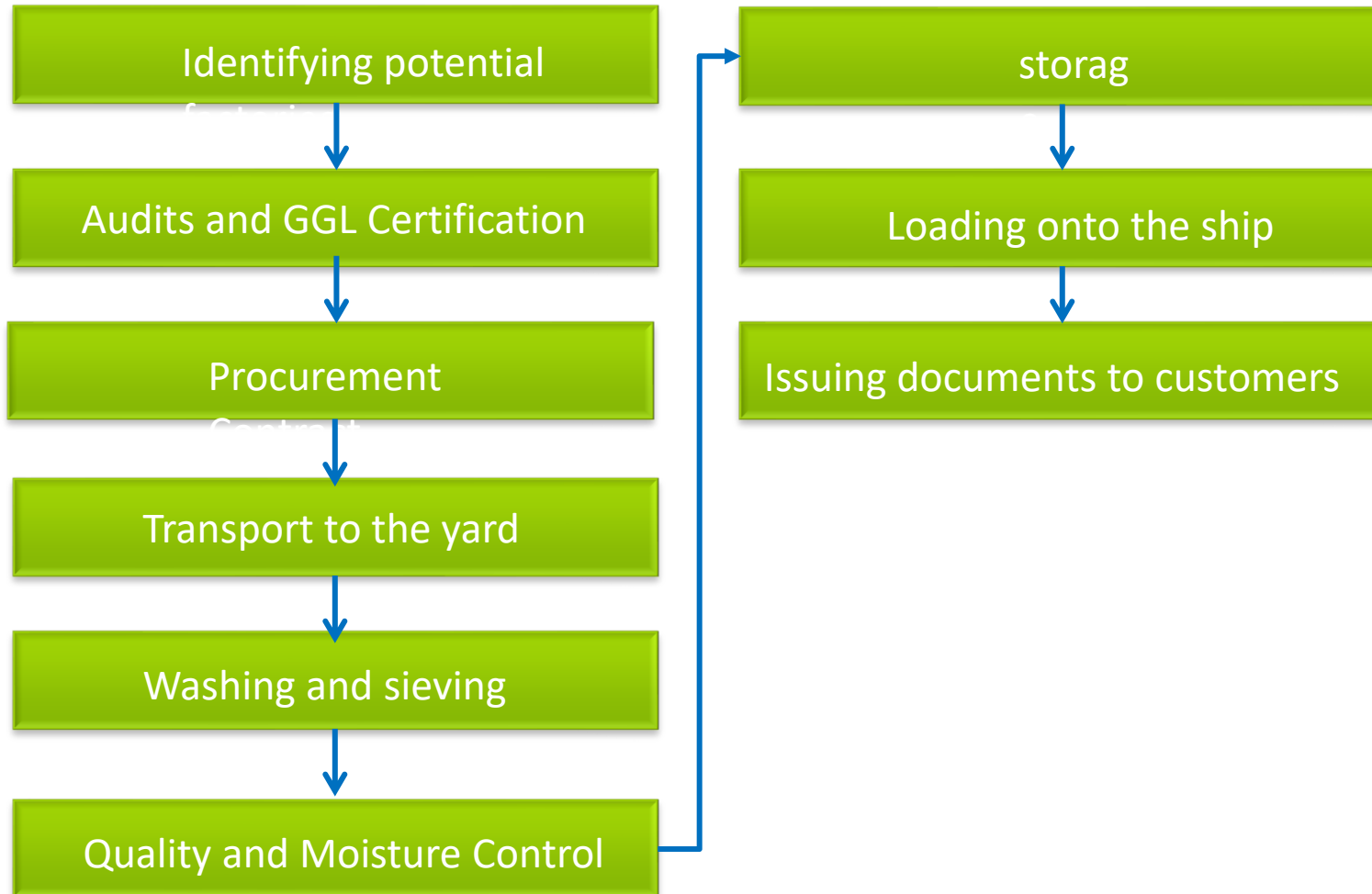


# Certification

- All are GGL certified.
  - If you don't have a preference, we will offer less expensive non-GGL certified options.
  - Fumigation certification can also be provided if required.
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# Workflow Process





## Inquiry

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If you have any questions or concerns,  
please feel free to contact us.

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