



### **SHAREHOLDERS**

### **Aspen Vision All Sdn. Bhd**

A wholly-owned subsidiary of Catalistlisted Aspen (Group) Holdings Limited ("AG"). AG is developing Aspen Vision City, a 247 acres freehold development in Penang in joint partnership with IKEA Southeast Asia

### CMY Capital Sdn. Bhd. ("CMY")

Incorporated in Malaysia, is an active global capital market investor of equities, hotels and real estate developments

### Encik Iskandar Basha Bin Abdul Kadir

Managing Director of Aspen Glove Sdn. Bhd.





### **BOARD OF DIRECTORS & KEY MANAGEMENT**

#### Tan Sri Dato' Chua Ma Yu

Non-Executive Chairman

#### **Dato' Murly Manokharan**

**Chief Executive Officer** 

#### **Dato' Seri Nazir Ariff**

**Executive Director** 

#### **Datuk Chua Sai Men**

**Executive Director** 

#### **Lim Soo Aun**

**Executive Director** 

#### Iskandar Basha Bin Abdul Kadir (Managing Director)

Previously Deputy General Manager of Penang Development Corporation and a special advisor to the Economic Planning Unit (EPU) of the Malaysia Prime Minister's Department.

#### Calvin Ng Soon Ghee (Chief Operating Officer)

Qualified with over 20 years' experience predominantly in the rubber glove manufacturing industry. He previously served at Top Glove - Aspion, MAPA Gloves, Smart Glove and held various key management positions including as Managing Director and COO.

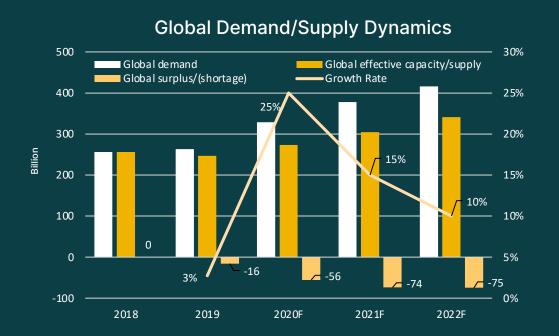


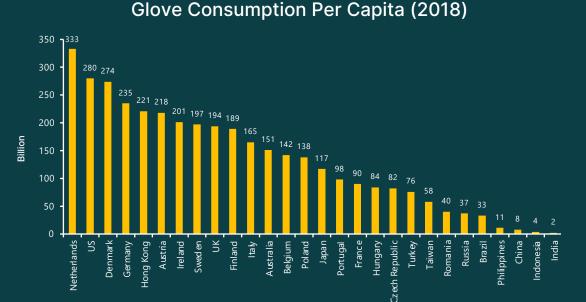
### **DEMAND AND SUPPLY OF GLOVES**

There has been a structural shift in demand for gloves since COVID-19.

- New end markets due to increased awareness to hygiene and contamination
- Increased intensity of glove consumption per capita to protect humans and to avoid spread of viruses
- Emergency inventory build up by governments/NGOs

The medical gloves market is expected to grow at a compound annual growth rate of over 13% during the period 2018–2022

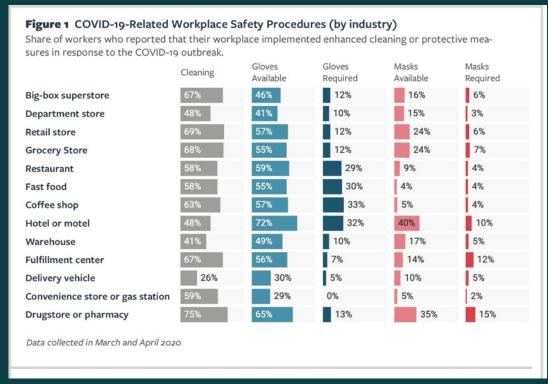






### THE SHIFT PROJECT

A demographer and sociology professor, Daniel Schneider, and his colleague Kristen Harknett, a sociologist
at University of California Berkeley collected data from 8,000 employees from various industries in America
to check on corporate policies on workplace safety procedures in response to COVID-19.



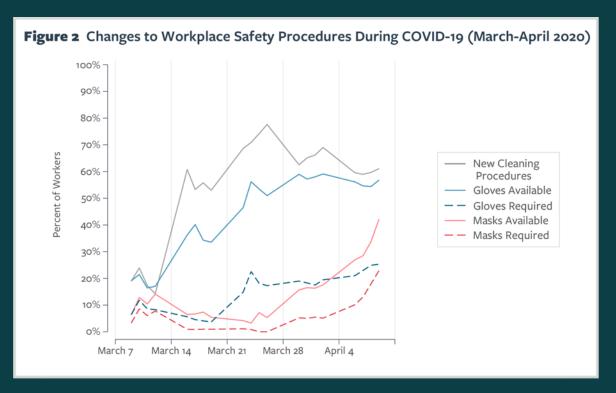
#### **Definitions:**

- Gloves available = x% of employees surveyed who had access to gloves, i.e.
   100% - x% had no access to gloves.
- Gloves required = x% of employees surveyed who are now mandated by the company to wear gloves



## THE SHIFT PROJECT

- The share of workers reporting access to gloves at work rose steadily from 20% in early March to over 50% by the end of the month.
- Requirements to wear gloves were implemented even more slowly, remaining under 10% through the third week of March, and then only rising to 20% in late March.







Firm	Sector	Access to Gloves	Gloves Required
Walmart	Big Box/Superstore	42%	8%
Home Depot	Big Box/Superstore	70%	19%
Costco	Big Box/Superstore	83%	31%
Kroger/QFC	Grocery	73%	22%
Safeway	Grocery	65%	24%
Publix	Grocery	47%	13%
Whole Foods	Grocery	86%	37%
Aldi	Grocery	95%	34%
Food Lion	Grocery	50%	12%
McDonald's	Food Service	67%	29%
Subway	Food Service	42%	13%
Taco Bell	Food Service	66%	69%
Burger King	Food Service	58%	69%
Pizza Hut	Food Service	78%	51%
Dunkin Donuts	Food Service	70%	58%
Chipotle	Food Service	36%	12%
Domino's	Food Service	43%	20%
Olive Garden	Food Service	38%	24%
Waffle House	Food Service	43%	11%
In-N-Out Burgers	Food Service	39%	24%
Home Depot	Warehouse/Fulfillment	66%	14%
Costco	Warehouse/Fulfillment	90%	30%
Amazon	Warehouse/Fulfillment	51%	14%
UPS	Warehouse/Fulfillment	35%	5%
Walgreens	Pharmacy	64%	10%
cvs	Pharmacy	70%	32%
Rite Aid	Pharmacy	67%	6%

### Data as at April 2020

Source: The Shift Projecthttps://shift.hks.harvard.edu/essential-andunprotected-covid-19-related-health-andsafety-procedures-for-service-sectorworkers/



## FIRST PHASE OF INVESTMENT (PLOT 9)





Capable of supporting **total 48** double production lines

Kulim Hi-Tech Park, Kedah, Malaysia

Plot 9 (Phase 1 to 4) Land area 29.331 acres



## **EXPANSION PLAN (PLOT 8)**





## **PRODUCTS**

### LATEX AND NITRILE MEDICAL GRADE EXAMINATION GLOVE

- 1. Original Equipment Manufacturer (OEM)
- 2. Original Brand Manufacturer (OBM)
- 3. Own Distribution Network (ODN)







## **PRODUCTION CAPACITY**

Year	Phase	Production Lines	Land	Capacity Addition (billion pcs p.a.)	Total Capacity (billion pcs p.a.)
2021 (2 <sup>nd</sup> Half)	1a	6	Plot 9	1.6 – 1.8	1.6 – 1.8
2022 (1st Half)	1b	6	Plot 9	1.6 – 1.8	3.2 – 3.6
2022 (2 <sup>nd</sup> Half)	2	12	Plot 9	3.3 - 3.5	6.5 – 7.1
2023	3	12	Plot 9	3.3 - 3.5	9.8 – 10.6
2024	4	12	Plot 9	3.3 - 3.5	13.1 – 14.1
2025	5+	48	Plot 8	13.3 – 14.0	26.4 – 28.1

<sup>•</sup> The total capacity of the gloves production of Phase 1a as announced on 22 September 2020 has since been revised from 1.5 billion pieces per annum to the range between 1.6 to 1.8 billion pieces per annum due to the increase of 5 production lines to 6 production lines

<sup>•</sup> The total capacity of the gloves production of Phase 1b as announced on 12 August 2020 has since been revised from 3.5 billion pieces per annum to the range between 3.2 to 3.6 billion pieces per annum due to the increase of 5 production lines to 6 production lines for Phase 1a



## INVESTMENT

PHASE	INVESTMENT		
1a and 1b (total 12 lines)	RM 200 million		
1 and 2 (total 24 lines)	RM 400 million		
1 to 5+ (total 96 lines)	RM 1.5 billion		

The proposed increase in investment cost for Phase 1a and 1b to RM200 million from RM145 million as previously disclosed in the circular to shareholders dated 3 September 2020 is subject to the Board of Directors' approval. The Company will make further announcement(s) as necessary once approval from the Company's Board of Directors has been obtained.



## MILESTONE



12 AUG 2020

Accepted offer from KTPC for land lease. MOU signed with Invest Kedah Berhad



1 SEPT 2020

Execution of Lease Agreement with Kulim Technology Park Corporation ("KTPC")



First pile



Glove manufacturing line installation

**JULY 2021** 

First shipment



**JUNE 2021** 

Full production



**MAY 2021** 

Production test run



#### **MARCH 2021**

Completion of production plant





## SITE PROGRESS



Piling work completed. Main building works commenced as at 13 October 2020.



### **KULIM HI-TECH PARK**



Stable and consistent water and electricity supply, piped-in natural gas supply



Approximately 9% lower water cost than Klang Valley



33kV power supply sufficient for future expansion



Easy logistical access to sea port and airport



Strategic supply chain location for import and export. 30 minutes from Penang Port



## MACHINERY, EQUIPMENT & MANUFACTURING FACILITIES



Automation double former line with double latex dip and double coagulation dip, equipped with Programmable Logic Controller (PLC) and SCADA System



Manufacturing process strictly adhere Good Manufacturing Practice (GMP)



Auto stacking machine



**Dedicated R&D facilities** 



Auto glove stripping with robotic arm



Controlled environment for stacking and packaging with temperature of 21°C – 23°C



### **ESG**



Wastewater Treatment Plant, Standard B and upgradeable to Standard A under Environment Quality (Industrial Effluents) Regulations 2009 of DoE



On site detention pond to ensure zero effluent of industrial wastewater to public drainage



Gas fired Boilers flue gas emission comply to Environmental Quality (Clean Air) Regulation 2014



Scrubber for acid, alkaline and chlorine fumes control



## **EMPLOYEE WELFARE**



Air conditioning packing area



Automation equipment to improve labour safety



80% local labour



Centralised dormitory provided by Kulim High-Tech Park



**Employee locker system** 



Diversify career opportunity



### PRODUCT EXPANSION BASE ON MARKET DEMAND



Phase 1 & 2

**Medical Grade Examination Glove** 



Phase 3 & 4

Medical Grade Examination Glove & Surgical Glove



Phase 5 onwards

**Specialty Gloves** 



## **RAW MATERIALS**



Sourced from Malaysia, Korea, Japan, Taiwan, China and India.

New major Nitrile ("NBR") suppliers from 2023 ie. Petronas Chemicals Berhad, Synthomer etc.





In-house R & D and Lab Test





## **MALAYSIA'S INCENTIVES**

Obtaining Pioneer Status and Licensed Manufacturing Warehouse (LMW) for 10 years tax and import duty exemption





### **STAFFING**



Every 12 production lines require 900 headcount including management, administrative, engineers, skilled and semi-skilled labours.



Kulim District provides strong local labour supply, including skilled and semiskilled workers. Existing multinationals located in Kulim Hi-Tech Park cultivated the local population and employs 90% of local labour supply.



Latest technology will streamline complex processes and lower down labour dependency to increase productivity and profitability.



# **THANK YOU**