



**MEDIA RELEASE (DRAFT)**

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**TERAJU'S TERAS COMPANY INKS RM600 MIL HOSPITAL FACILITIES MANAGEMENT SERVICES AGREEMENT**

**Kuala Lumpur, 16<sup>th</sup> July 2012:** Unit Peneraju Agenda Bumputera (TERAJU) today organised the signing of a **Hospital Facilities Management Services Agreement** between 2 companies - Peninsular Medical Sdn Bhd (PenMedic – a wholly owned subsidiary of Ahmad Zaki Resources Berhad (AZRB)) and Advance Pact Sdn Bhd (Advance Pact) a company under TERAJU's TERAS Program. The RM600 million deal involves the provision of hospital facilities management services to the International Islamic University Malaysia (IIUM) Teaching Hospital in Kuantan, Pahang for 21 ½ years.

The Agreement was signed by Dato' Wan Zakariah Haji Wan Muda from PenMedic and Shamsulbahrin Ludin from Advance Pact, witnessed by YB Tan Sri Nor Mohamed Yakcop, Minister in the Prime Minister's Department. Also present at the ceremony were Encik Husni Salleh, Chief Executive Officer of TERAJU, Tan Sri Dato' Ir Omar Bin Ibrahim, Chairman of PenMedic and Dato' Abdullah Mahyuddin, Group Corporate Advisor of Advance Pact.

In September last year, the Government, through the Ministry of Higher Education and IIUM, signed a 25-year Concession Agreement with PenMedic for the development of the IIUM Teaching Hospital through the Private Finance Initiative (PFI) on Design, Build, Lease, Maintain and Transfer (DBLMT) basis. This hospital is expected to be completed by mid-2015.

Through the Agreement signed today, PenMedic will appoint Advance Pact to provide Hospital Facilities Management Services to IIUM Hospital for 21 ½ years commencing in 2015.

In witnessing the ceremony today, Tan Sri Nor Mohamed said "We are delighted to see good Bumiputera companies with specialised skills and strong track record collaborating in a high value sector such as healthcare. The Government hopes to see more large Bumiputera



companies playing an anchor role in supporting the business growth of other TERAS companies." The Minister praised AZRB for its role in developing Bumiputera companies including providing opportunities to TERAS companies to accelerate their growth.

AZRB has been recognised by TERAJU as a Bumiputera Corporate Champion (BCC). BCCs are one of the 3 key sources identified to help generate business opportunities for TERAS companies as outlined in the Bumiputera Economic Transformation Roadmap (Roadmap) which was launched in November 2011.

Tan Sri Nor Mohamed further added, "In line with the Government's strategy in the Roadmap, Bumiputera Corporate Champions will help increase participation of Bumiputera companies in the economy by enabling them to scale up, accelerate their growth and compete in the open market without heavy reliance on Government contracts. This will, in turn trigger various business opportunities for themselves and other Bumiputera companies."

Expanding on the Minister's statement, TERAJU's CEO, Encik Husni Salleh stated, "The ceremony today stems from the initiatives of TERAJU under the TERAS Programme, which plays a fundamental role in the Bumiputera Economic Transformation Agenda. This Programme is aimed at developing Bumiputera companies by facilitating access to business opportunities, creating enablers for them to grow beyond local markets and be competitive. He also called upon other Bumiputera companies to emulate this effort.

Earlier this month, TERAJU launched a unique Islamic financing facility (TERAS Fund) jointly with SME Bank to provide Bumiputera companies in the TERAS Programme with better access to capital, at attractive rates. The total TERAS fund size is RM500 million, offered in two categories; for working capital and acquisition of asset. For working capital, the financing amount is RM1 million to RM10 million per company whilst for asset acquisition the financing amount is RM1 million to RM20 million per company.

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