



GROUP OF COMPANIES

KINERGY ADVANCEMENT BERHAD



DATE OF PUBLICATION
4 JUNE 2024





SPECIAL INTERVIEW BY BFM CAIJIN

敬业BFM财经专访

KAB's electrical expertise is acknowledged through 27 years of extensive experience. Having successfully completed nearly 120 EPCC electrical engineering projects in the past, KAB stands as a paragon of professionalism. Since 2018, our expertise has been directed toward the realm of sustainable energy, culminating in outstanding financial performance that validates the success of this venture, expansion, and transformation.

Our Sustainable Energy portfolio comprises three main pillars:

- (1) Renewable Energy Generation**
- (2) Clean Energy Generation**
- (3) Energy-Efficient Solutions**

We have established a unique business model in the sustainable energy sector. Presently, our remarkable achievements are supported by concession income, ensuring a longer-term revenue outlook compared to traditional electrical engineering contracts. Despite higher capital expenditures, we have grasped the essence behind this business model, focusing on its high-profit margins and low operational costs, leading to significant performance growth for our company.

● PROFIT MARGIN MANAGEMENT **利润管理**

敬业如今已积累了27年丰富领域经验。过去成功完成了近120个EPCC 电工程项目，堪称专业典范。自2018起，敬业专业知识已转向可持续能源邻域发展，如今凭借出色的财务业绩，验证了这一扩展和转型成功。

敬业能源组合主要分为三大主力：

- (1) 可再生能源发电 (2) 清洁能源发电 (3) 能源高效解决方案**

可持续能源领域建立了独特的商业模式。敬业目前已经取得了卓越的成果，通过特许收入的支持，我们的收益前景在2023年开始已得到了保障，甚至其期限比电工程项目合同更长。尽管资本支出较高，但我们看重了这一商业模式背后的真正精髓，着眼于其高利润率和低运营费用，并明显地带来了敬业多倍业绩成长。



● **ACQUISITION OF ASSETS** 资产收购

Despite having to acquire diversified energy assets, we remain with significant opportunities to expand our investment portfolio through high-quality projects. Certainly, our management team remains cautious when selecting assets, prioritising. Primarily focuses on how the acquisition of each asset will further contribute to the company's earnings and how it can generate better profits for the company under a low operating cost condition.

尽管敬业公司收购了多样化的能源资产，我们仍然有大量机会通过优质项目扩大投资能源资产组合。当然，我们的管理层在选择potential资产时依然十分谨慎，主要优先考虑每项资产在收购如何进一步增加公司收益，以及在低运营成本情况下为公司带来更好的利润。

● **BALANCING ASSET ACQUISITION & EXPANSION** 平衡资产收购与扩张

According to our recent Bursa announcement and 2023 annual report released, KAB completed multiple acquisitions during the year, with the financial reports confirming the high returns on these investments. The acquisitions included a small-scale hydroelectric power plant in Indonesia, a solar asset in the city centre of Kuala Lumpur, and a biogas power plant in the Kedah state. The company's primary development direction is now set with a clear strategic direction, as KAB strives to become a One-Stop Solutions Provider of Sustainable Energy Solutions. We prioritise swift and decisive actions, with acquisitions being just one of our forward-thinking strategies. Additionally, we have been actively monitoring potentials in our neighbouring countries and industries, which can be seen as an effective risk diversification strategy and expansion opportunities for KAB.

Furthermore, KAB boasts not only a talented and efficient team but also exceptional leaderships. Our Independent Non-executive Chairman, Dr. Datuk Ong Peng Su and Executive Chairman cum Group Managing Director, Dato Lai Keng Onn, along with other board members and key senior management personnel, have contributed their extensive professional expertise to elevate the company's standards of professionalism.





于2023年发布的Bursa公告和年度报告，敬业在该年完成了多项收购项目，而财务报告也充分证实了这些投资的高回报率。其中的收购项目包括印度尼西亚的小型水力发电厂、市区太阳能资产和吉打州的沼气发电厂。公司已非常清晰目前和未来的发展方向。敬业致力成为一站式可持续能源解决方案提供商，并以迅速行动并取得。然而收购公司也只是敬业扩展和有效分散风险的策略之一。敬业当然也不排除在邻国中的产业发掘扩张机会，表示相当期待。

敬业不仅拥有一支充满才华的高效团队，我们的领导者，其包括独立非执行主席 - 博士拿督王冰树和执行主席兼集团董事总经理 - 拿督黎敬安，以及其他董事会成员和关键高级管理人员，都为公司贡献了丰富的专业知识，大大提升了公司的专业水平。

● EXPANSION INTO THE PHILIPPINES 菲律宾业务拓展

Malaysia, known for its low-cost power supply, has positioned KAB favorably as an energy solutions provider, enabling us to leverage the rising energy costs. Indonesia, one of the Southeast Asian countries and an emerging market, presents promising opportunities for hydropower and solar energy, offering us abundant prospects for business expansion and market exploration. Meanwhile, the Philippines, grappling with power supply challenges, has turned its focus towards hydropower solutions, making it an area for us to explore. Additionally, we are keen on examining various hydroelectric opportunities as well as the emerging hydrogen economy. Strictly speaking, we remain open to any potential opportunities for development and expansion.

马来西亚以提供低成本电力供应而闻名。敬业作为能源解决方案提供商处于有利地位。印度尼西亚，作为东南亚国家之一和新兴市场，为水电和太阳能提供了有前景的机会，给我们带来了丰富的业务扩展和市场探索前景。同时，菲律宾在应对电力供应挑战时，已将重点转向水电解决方案，使其成为我们探索的一个领域。此外，我们还热衷于研究各种水电机会以及新兴的氢能经济。严格来说，我们对任何潜在的开发和扩展机会保持开放态度。

● FORAY INTO TELECOMMUNICATION INFRASTRUCTURE 5G 电信设施的涉足

Despite the presence of dominant players, the demand for 5G telecommunication remains substantial, offering further avenues for our strategic involvement.

尽管存在主导企业，但其实市场对于5G通信的需求仍然十分巨大。为此我们确实不担忧，实际还能让敬业战略性地参与，提供其它业务机会。



● **SHARE PRICE MOVEMENT** **股价走势**

Although future share price movements are uncertain, we firmly believe that our robust business performance will attract more investors, elevate stakeholder expectations, and showcase the value KAB can deliver.

未来的股价走势虽然无法确定，但我们相信敬业出色的业务表现能够吸引更多投资者，提高利益相关者的期望，展现敬业所能带来的价值。

● **ESG, NET-ZERO, NETR TARGETS** **环境、社会和治理、净零排放、能源转型目标**

Solar energy is often considered one of the most effective and measurable solutions for achieving sustainability targets. However, its efficiency largely depends on the availability of rooftop and land space, highlighting the need for alternative solutions. Relying exclusively on solar power can be costly and may not always meet specific requirements. Therefore, it's essential to have other options readily available.

Furthermore, failing to meet operational goals while achieving ESG targets can undermine the overall investment objective. At KAB, we prioritise delivering tailored alternatives that could better satisfy and meet our customers' unique needs, offering a range of alternative energy solutions to ensure optimal suitability and effectiveness.

尽管太阳能被认为是实现可持续性目标中最可融合、可衡量的解决方案之一，但其效果受屋顶和土地面积的可用性影响显著。这强调了备有替代方案的重要性。单纯依赖太阳能可能并非始终可行，因为成本高昂且可能无法完全满足需求。

此外，尽管实现环境、社会和治理目标至关重要，但如果这导致整体投资目标削弱运营效率，这就不能被视为长期效率的战略性投资。敬业决然优先客户需求，提供定制方案，精确满足业务独特能源需求。

敬业提供能源解决“选择” - 目标只有一个：为客户有效地提供能源解决方案，并确保能源方案是最为适用并达到最佳运用效果。



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• 2024 前景 OUTLOOK

We remain optimistic about the growth prospects of the segment and our ongoing ability to leverage these opportunities, all while meeting stakeholders' expectations. We believe our values are becoming increasingly visible, and we are confident that our performance will continue to demonstrate, further solidifying our position in the regional growth landscape.

Notably, today we are acknowledged as **a constituent of both FTSE4Good Bursa Indexes with 3-star ESG ratings**, alongside our recent recognition as the **Top Energy Sustainability Solutions Provider in APAC 2024**.

敬业对于能源业务部门的增长，前景和商机能力相当乐观。同时有信心地未来能够更好地满足投资者对公司的期望。相信企业价值观能有更好地突进，并且业务表现将持续性地验证这一点。2024将会进一步地巩固我们扩张和在区域性增长格局中的地位。

卓越认可于荣誉：

- 荣登FTSE4Good马交所指数的成分之一【精选指数为：3星级评级】
- 2024年亚太地区顶尖的能源可持续解决方案提供商



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