

INTO THE NEW DECADE AND BEYOND



Salam dear members of Koperasi Tenaga dan Petroliam Bhd (KTP), and welcome back from the end of the year break, rebooted, reenergised and refreshed, to enter into a New Year and a New Decade. 2019 was an interesting year for KTP, as we finally became operational after facing challenges to establish and operationalise KTP. It is a testament to our determination and commitment to make KTP a success.

If 2019 marks the year of the birth of KTP, then 2020 will surely chart the growth trajectory of KTP, especially since the government has launched the Dasar Keusahawanan Negara 2030 or DKN 2030, which has given special focus to support the growth of cooperatives as key to the national economy.

As such KTP is expected to seize upon the opportunity to establish a sound business foundation and grow for the benefit of KTP members.

The following is an update of KTP's activities :

PROJECTS UNDER DEVELOPMENT

- ▶ KTP has an opportunity to develop an Industrial Park next to RAPID PETRONAS . Discussions have been ongoing since mid 2019 and the due diligence process is expected to start by end January 2020.
- ▶ KTP has been offered to operate ferry services between Malaysia and Indonesia, as part of the Malaysian government initiative to increase the presence of Malaysian ferry operators for this service. KTP is currently studying the feasibility and viability of this venture.
- ▶ KTP is reviewing an opportunity to partner in a successful ongoing retail business which will bring immediate business and income to KTP.



- ▶ KTP is looking into organizing events to generate business as an event organizer, probably held biennially, such as a safety conference and exhibition, or similar professional or industry-related subject matter. This could be KTP's iconic event to showcase local players and give KTP extensive visibility, while generating income.



- ▶ KTP is starting a project to develop a safety apps that is applicable to both oil & gas and non oil & gas industries. This is an initiative mooted under MOGSC more than a year ago, which is best suited for KTP to continue.
- ▶ KTP is currently working on a proposal to offer training and services for the oil & gas industry, through collaboration with local players and international standards entity.
- ▶ KTP welcomes and is open to any proposals from members for business opportunities to explore.

OTHER ACTIVITIES

- ▶ KTP website is now live since end of 2019 and KTP welcomes any ideas for improvement or best utilization. Please visit www.ktpb.org
- ▶ KTP will be visiting Kuching in February 2020 to pursue opportunities and establish a stronger presence in Sarawak.
- ▶ KTP is working with other cooperatives as an initiative to collaborate on mutually beneficial ventures. This is an interesting opportunity for KTP, as the cooperative is a community driven business platform, hence collaboration will increase access to wider communities and markets.
- ▶ KTP is positioning as an entity to venture overseas, as KTP is a natural platform for local players to integrate capabilities under one roof, and offer integrated services internationally. KTP is also exploring similar opportunities locally as an integrated services provider.
- ▶ Suruhanjaya Koperasi Malaysia or SKM has been very supportive of KTP and in August 2019, KTP was given a national cooperative status.