



PICORP

PROGRESSIVE IMPACT CORPORATION BERHAD | 203352-V



VISION

To be a world class business organisation focused on cost effective environmental solutions which shall benefit mankind.

MISSION

To be a world class business organisation providing innovative technology & quality products and services in the field of Environmental Solutions for local and overseas markets through a team of highly motivated, competent and quality employees




PICORP WAY VALUES



Market Capitalisation

RM98 million

As at 30 April 2018

Key Business Activity		Market Presence		Total Number of Employees Working in Respective Country	
1	Environmental Consultancy & Monitoring	1	Malaysia		
2	Laboratory Testing Services	2	Indonesia		256
3	Wastewater Treatment & Solution	3	Saudi Arabia		174
					81
				TOTAL	511

Key Business Activities

01

ENVIRONMENTAL
CONSULTANCY &
MONITORING SERVICES



02

LABORATORY
TESTING SERVICES

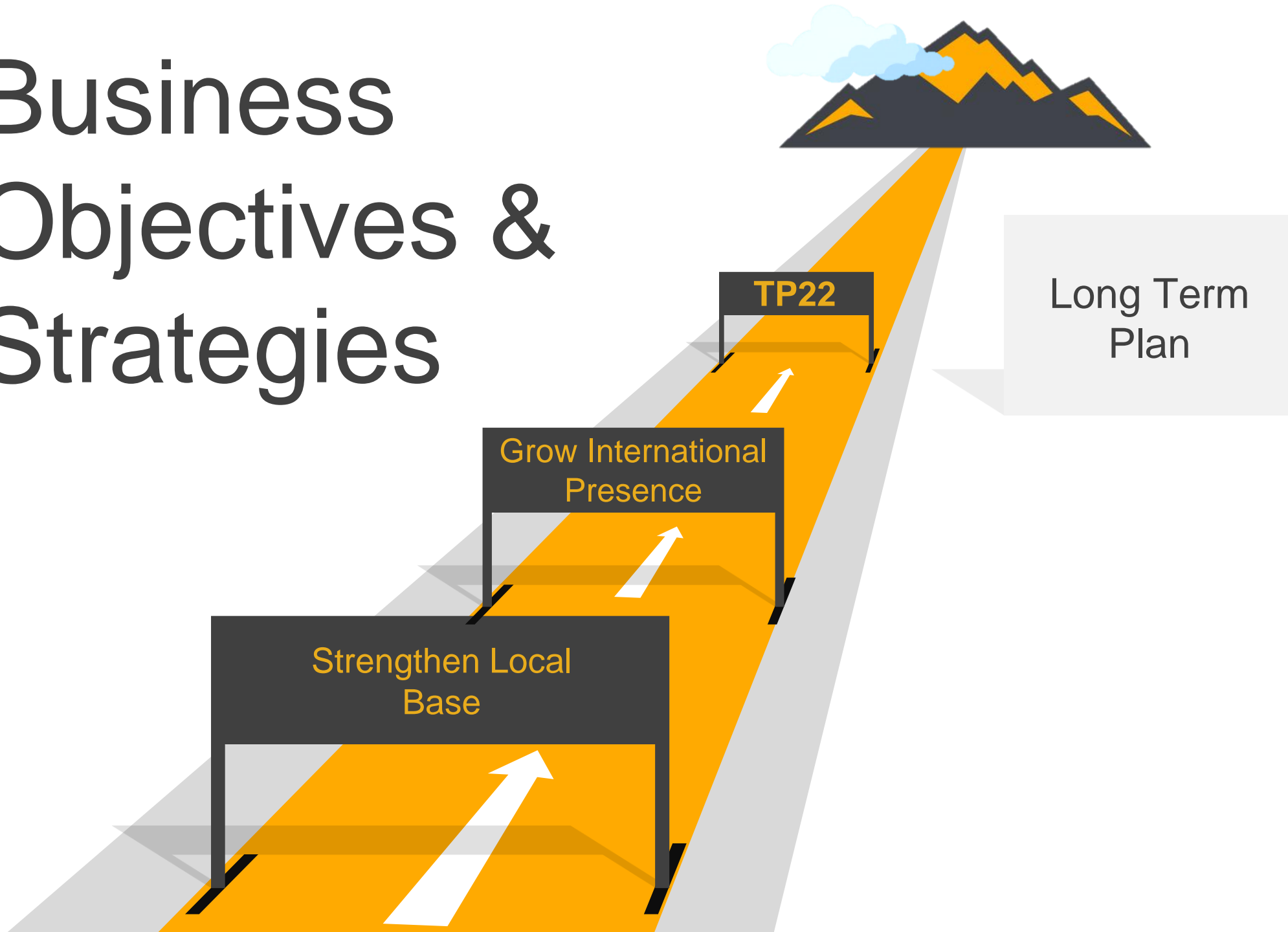


03

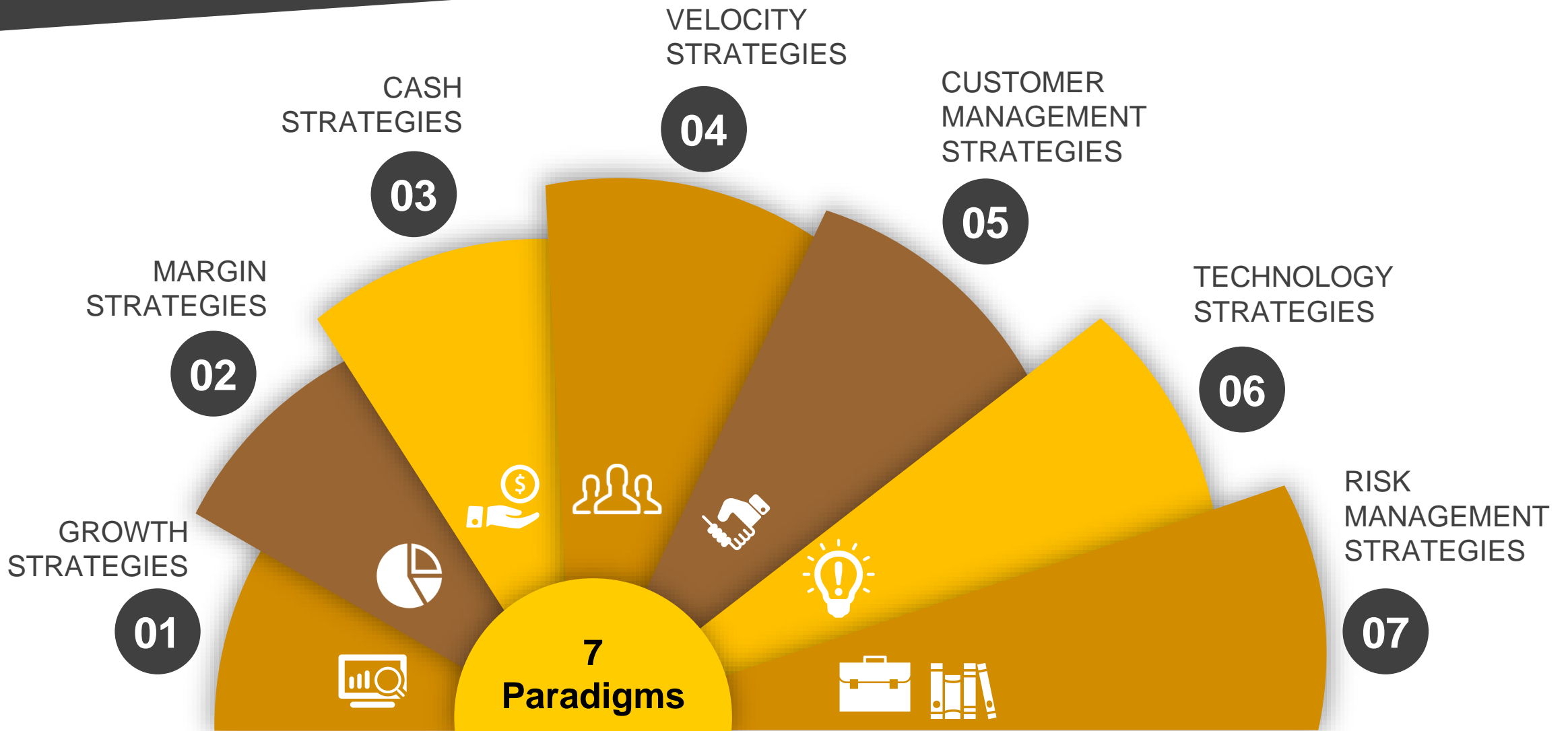
WASTE WATER
TREATMENT & SOLUTIONS

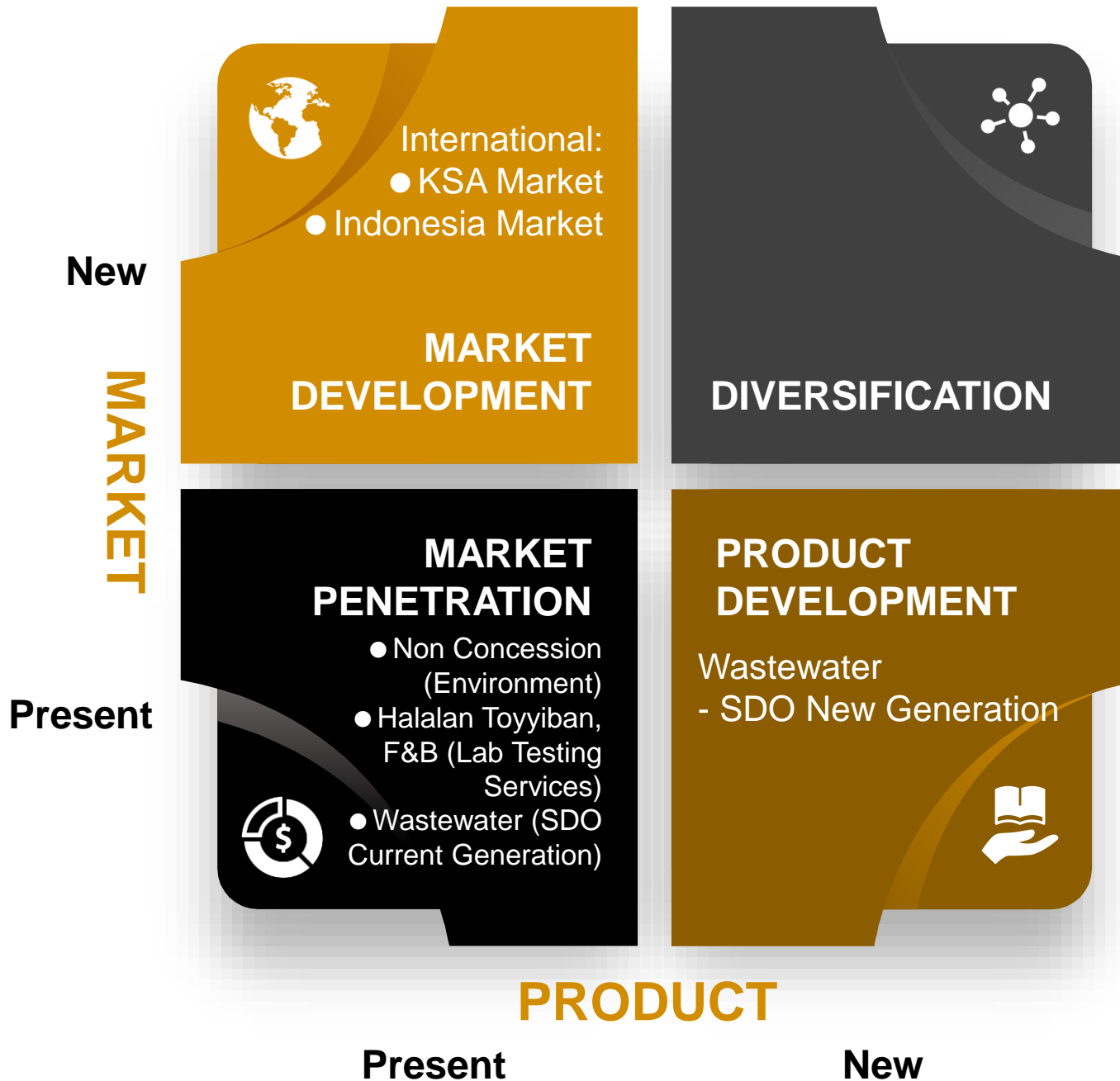


Business Objectives & Strategies



PICORP 7 Paradigms





Product & Market Growth Strategies

ENVIRONMENT

PRODUCT & SERVICES

- Air Quality Monitoring Services (AQMS)
- Predictive Emission Monitoring System (PEMS)
- Continuous Emission Monitoring System (CEMS)

- Water Quality Monitoring Services (WQMS)
 - Drinking Water
 - River Water
 - Lake
 - Marine

- Bi-Act Super Dissolve Oxygen (Bi-Act SDO)

BUSINESS DRIVER

- DOE Environmental Quality Act (“EQA”) 1974
- DOE Guided Self Regulation (“GSR”) 2017
- DOE Clean Air Regulation (“CAR”) 2014

- EQA 1974
- GSR 2017

- Suruhanjaya Perkhidmatan Air Negara (“SPAN”)
- Indah Water Konsortium (“IWK”)

MAIN MARKET

- Power
- Oil & Gas
- Government agencies
- Local Authorities

- Government agencies
- Local Authorities
- Oil & Gas
- Power

- Public Sector
- Private Sector (Industrial, Commercial, Residential)



AIR



WATER



WASTEWATER

Our Customers



PETRONAS



TENAGA NASIONAL



IndahWater

MALAKOFF

A Member of MMC Group



JOHAWAKI



AIR SELANGOR



PROLINTAS



SYABAS



JOHOR LAND BERHAD



JABATAN PENGAIRAN DAN SALIRAN MALAYSIA



LEMBAGA LEBUHRAYA MALAYSIA



PROTON



PKNS



MALAYSIA LNG SDN.BHD.



PETRON



IJM

PETRONAS CARIGALI



UMT



EKOVEST

JUSCO

LAB TESTING SERVICES



**HALALAN
TOYYIBAN**



ENVIRONMENT

PRODUCT & SERVICES

- Alcohol Detection
- Porcine DNA detection
- GMOs & Allergens
- Hygiene Monitoring
- Microbiology & Heavy Metal Testing

- Water Testing
- Soil Testing
- Tribology

BUSINESS DRIVER

- JAKIM and their Foreign Certification Bodies (CB)
- Food Safety Act

- EQA 1974
- CAR 2014
- GSR 2017

MAIN MARKET

- Food Industries
- Pharmaceuticals & Medical Devices

- Oil & Gas
- Environmental Consultants

Our Customers

Kellogg's

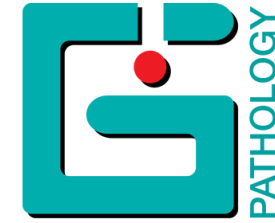


PETRONAS

pharmaniaga



A Cenviro Company

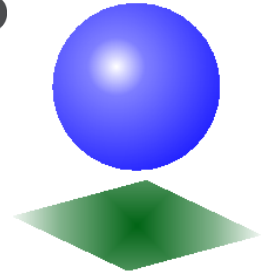


Gribbles



TNB RESEARCH
(259519-A)

HERSHEY'S®



CH2MHILL

Mondelēz
International



First Solar®



AECOM

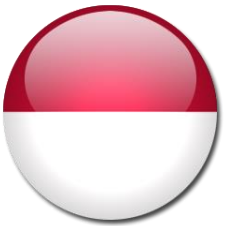


TEXAS
INSTRUMENTS

INTERNATIONAL



SAUDI
ARABIA



INDONESIA

PRODUCT & SERVICES

- Public Health Management
- Environmental Management
- Water & Wastewater Management

- Environmental Testing Services

BUSINESS DRIVER

- KSA Vision 2030
- Health & Safety Regulations
- Environmental Regulations

- Environmental Regulations
- Corporate self-driven regulations

MAIN MARKET

- Local Municipalities
 - Makkah, Madinah, Jeddah
- Government Agencies
 - GAMEP, NWC

- Oil & Gas
- Mining
- Environmental Consultants

Our Customers



أمانة العاصمة المقدسة
HOLY MAKKAH MUNICIPALITY



Jeddah
Municipality

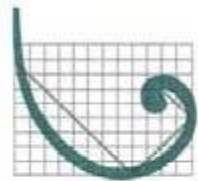


شركة المياه الوطنية
National Water Company

Indofood



GlaxoSmithKline



ERM
INDONESIA



GOLDER



AECOM

Panasonic



الهيئة العامة للأرصاد وحماية البيئة
The General Authority of Meteorology and Environmental Protection

CASH & MARGIN Strategies



Prompt collection strategy



Back-to-back discount between suppliers/sub-contractors with customers



Back-to-back payment strategy



Cash Upfront Strategy



Prudent operational spending



Continuous Cost Improvement Programmes (CIP)

Talent Management



TALENT RETENTION

- Competitive scheme of service
- Job Rotational Program
- Career Counselling
- Career Progression

TALENT DEVELOPMENT

- Continuous Training Programmes
- Coaching & Mentoring
- Succession Planning

TALENT ACQUISITION

- Recruitment for capabilities
- Cultured On-boarding Programmes
- Contractual engagement for Subject Matter Experts (SMEs)

VELOCITY
Strategies

CUSTOMER MANAGEMENT Strategies



INTEGRITY



HONESTY



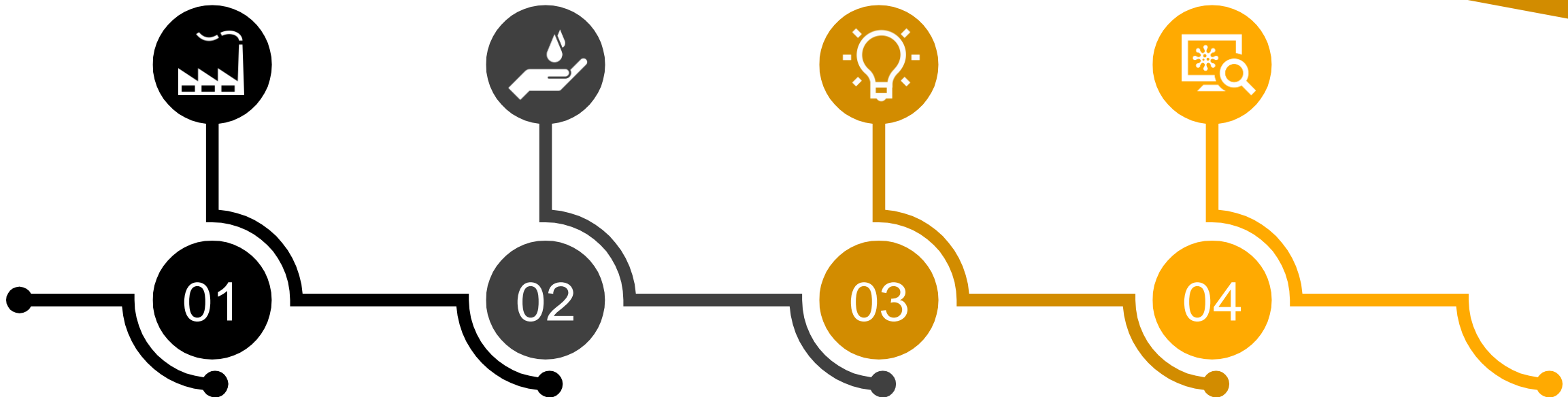
GENERATING TRUST



CUSTOMER SATISFACTION

TECHNOLOGY

Strategies



Predictive Emission Monitoring System (PEMS)

SDO Technology

Newly established R&D Division

RemScan Technology

RISK Strategies

01 Good Corporate
Governance



02 Sound Internal
Controls



03 Effective Risk
Management

FINANCIAL PERFORMANCE

8:30 AM - Marketing System meeting
2:45 PM - Review PPA user manual
* call John again to arrange meeting

Flight to Sydney
8:10 AM

calculator

pen

Business Company
123 Business Street
Sydney NSW 2000
Tel: 02 9234 5678

Bill to: Customer Services LTD
100 Wellington Street
Sydney NSW 2000
Ref: 004 321

INVOICE

No.	Description	Quantity	Amount
1234	10 items	10	240.00
2345	Badminton rackets	5	810.00
3456	Pellets	100	804.67
4567	Machetes	10	804.67
5678	Magazines	100	258.474
6789	Magazines	100	450.00
7890	Queens	100	100.00

TOTAL Due: 5241.12



25 great reasons to love to travel

It's no surprise that the travel industry is booming. With more people than ever before looking for ways to escape their daily routines, the industry is expected to reach a value of \$1.2 trillion by 2025. This growth is driven by a number of factors, including the increasing number of people who are taking longer vacations, the rise of budget airlines, and the growing popularity of travel agencies.

Year	Revenue	Profit	Market Share
2018	\$1.1	\$0.2	15%
2019	\$1.2	\$0.3	18%
2020	\$1.3	\$0.4	20%
2021	\$1.4	\$0.5	22%
2022	\$1.5	\$0.6	25%
2023	\$1.6	\$0.7	28%
2024	\$1.7	\$0.8	30%
2025	\$1.8	\$0.9	32%

REVENUES
(RM'000)
FOR THE
FYE 2017

Actual
FYE
2017
RM'000

Actual
FYE
2016
RM'000

+/-

ENVIRONMENT

23,972

42,365

-43%

LAB TESTING

50,308

42,610

+18%

WASTEWATER

9,438

3,128

>100%

GROUP

83,876

87,402

-4%

PROFIT/ (LOSS)
FROM
OPERATION
(RM'000)
FOR THE FYE
2017

Actual
FYE
2017
RM'000

Actual
FYE
2016
RM'000

+/-

ENVIRONMENT

-296

5,641

>-100%

LAB TESTING

20,217

17,443

+16%

WASTEWATER

1,717

-1,338

>100%

GROUP

14,106

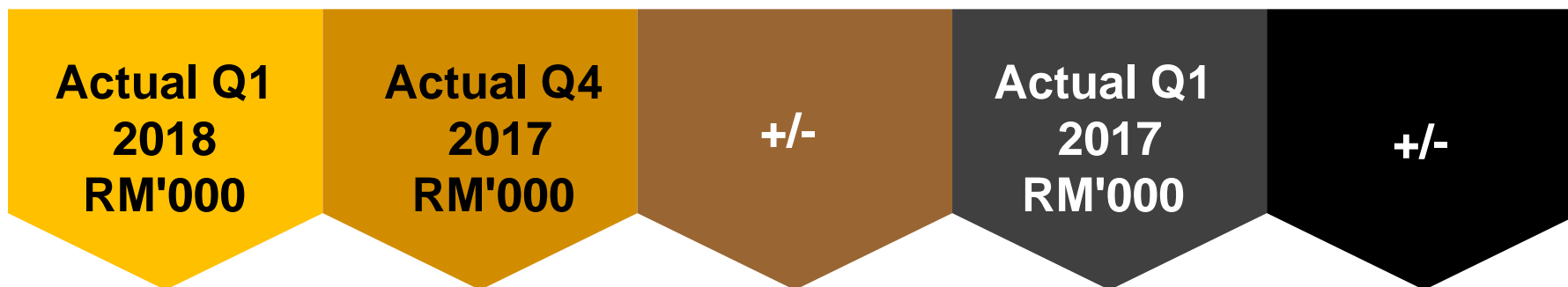
7,264

+94%

Concession vs Non Concession

Financial Year ended 31 st December	2017 (RM Million)	2016 (RM Million)	Increase / (Decrease) (RM Million)	Increase / (Decrease) (%)
Revenues from Concession Contract	6.6	22.9	(16.3)	(72)
Revenues from Non-Concession Contract	77.2	64.5	12.7	19
Total	83.8	87.4	(3.6)	(4)

REVENUES (RM'000) QUARTER 1, 2018



	Actual Q1 2018 RM'000	Actual Q4 2017 RM'000	+/-	Actual Q1 2017 RM'000	+/-
ENVIRONMENT	7,799	7,595	+3%	8,723	-10%
LAB TESTING	13,539	12,775	+6%	13,405	+1%
WASTEWATER	1,031	2,572	-60%	2,042	-50%
GROUP	22,212	22,822	-3%	23,796	-7%

PROFIT/ (LOSS)
FROM
OPERATION
(RM'000)
QUARTER 1, 2018

	Actual Q1 2018 RM'000	Actual Q4 2017 RM'000	+/-	Actual Q1 2017 RM'000	+/-
ENVIRONMENT	-744	2,642	>(100%)	8,723	>(100%)
LAB TESTING	6,163	5,069	+22%	6,970	-12%
WASTEWATER	168	909	-82%	-39	>100%
GROUP	4,261	5,598	-24%	6,781	-37%

Policy



Minimum payout of 40% of the net profit after tax & minority interest

Strategy



To improve the dividend yield through improved revenues, margin & collection

Dividend & Policy

Strategies



“

Surely, with every
difficulty, there is relief

”