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Five new investors to open hub in PKFZ

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ANOTHER five investors have expressed strong interest to set up their business hubs at the 28.3 ha site of the Port Klang Free Zone (PKFZ) that was opened for business last Wednesday.

The country's first fully integrated free commercial and industrial zone modelled after the Jebel Ali Free Zone (JAFZA) in Dubai has so far signed up with Norwegian oil and gas exploration support company, Aker Kvaener to take 17.8ha of land in phase one and another 10.1ha later.

According to PKFZ managing director Noel Gulliver the five organisations were from the logistics and value-adding sectors.

"Apart from that, there will be another ten investors who have made inquiries to take up a total of 14 units at the light industrial section while four others were interested to occupy the office space at the business complex.

"We have had many more successful discussions and are in the midst of closing agreements with potential tenants.

"Their business activities vary from multinational companies, small and medium industries, distribution, value adding and logistics services sector registering their strong appeal.

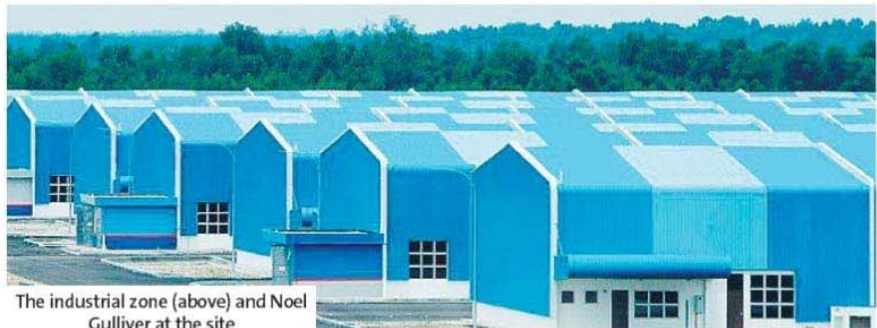
"We also have some strong demands from Dubai and India companies to establish their branches here," he said.

Gulliver said PKFZ's goal was to attract 70% of its tenants from overseas.

"This will be a good opportunities for the local SMEs to further develop their market to supply raw materials and services to the foreign multinational giants.

"Three of four specialist engineering supplies for Aker Kvaener for instance are looking to move their site and be at the doorstep of their customer," he said at the soft launch of PKFZ last week.

To be officially launched in the first quarter of next year, PKFZ would now concentrate on



The industrial zone (above) and Noel Gulliver at the site

completing the cosmetics of the area of building up roads and landscape.

"We will continue to focus on global and local marketing via our automated customer relationship management system that updates 8,000 to 9,000 companies worldwide on the existence and development of PKFZ.

"They may not need us now but when they require a free zone, PKFZ will be there," he said.

In the long run, he explained that once most of the space had been taken up, PKFZ would be more selective on the type of companies operating at the zone.

"We may evaluate their contribution through the container movement for example," he said.

With PKFZ diversity of facilitate various sectors, Gulliver stressed that the free zone management team would assist interested companies at various levels.

"We will act as a business facilitator and are ready to help out business matters such as immigration and finance.

"Following JAFZA's footsteps, PKFZ will act as the free zone authority, facility planner and manager, business facilitator, operations manager, security manager, supervisor and enforcer.

"This conducive business environment also features prepared infrastructure of 259 ha of land developed into customised facilities completed with water, electricity, sewerage and broadband telecommunications.

"PKFZ has allocated industrial



land from one acre up, 512 light industrial units, 500,000 sq ft of office space, a business-class hotel with 135 rooms and an exhibition centre.

"All these will create job opportunities for more than 20,000 workers and can accommodate 500 foreign companies," he said.

PKFZ chairman Datin Paduka OC Phang said with the Malaysian Government working together with JAFZA, PKFZ would certainly emulate JAFZA in all its efficiency and incentives, though localised to Malaysian laws and regulations.

"Examples of incentives include tax exemptions, export incentives, research and development incentives, 100% foreign equity and 100% repatriation of capital and profits amongst others.

"It is also the location that makes the area so attractive being easily accessible via sea, road and rail.

"With the completion of PKFZ management office and the Customs Complex of ten lanes bound to be operational in the later this month, we are steaming ahead to welcome our investors," she said.