

Newspaper	NEW STRAITS TIMES
Date	1 JULY 2016

2 Bumi firms ink RM44m nutritional drinks deal

NSF- 1/7/2016

PUTRAJAYA: The vibrancy of Bumiputera businesses is apparent with the collaboration of two such businesses involving a contract worth RM44.36 million yesterday.

The three-year collaboration is between MGV Industries Sdn Bhd and Les' Copaque Sdn Bhd via its subsidiary, UI Trading Sdn Bhd.

Prime Minister Datuk Seri Najib Razak yesterday witnessed the exchange of documents relating to the contract for the production of nutritional drinks under the brand "Upin & Ipin".

Present were Works Minister Datuk Seri Fadillah Yusof, Minister in the Prime Minister's Department Datuk Abdul Rahman Dahlan, who is also Bumiputera Agenda Steering Unit (Teraju) chairman, and Teraju chief executive officer Datuk Husni Salleh.

Husni said such a collaboration would further fortify the High Performing Bumiputera SME Programme, better known as Teras.

"This is the fourth strategic collaboration inked between Teras companies involving contract values totalling more than RM600 million," he said.

He added that Teras companies could benefit from each other by expanding their business networks

using their respective strengths to achieve bigger outcomes.

There are 1,003 Bumiputera companies registered under the Teras programme, with cumulative earnings worth RM44.202 billion.

Les' Copaque managing director Burhanuddin Md Radzi said the co-operation with MGV Industries would create a win-win outcome for both sides.

He added that the company would use the popular "Upin & Ipin" brand to market the nutritional drinks in Malaysia, and eventually, Indonesia, where the brand is also popular.

The "Upin & Ipin" brand has become a big hit in Malaysia, and has penetrated other markets, including the United States, the United Kingdom, the United Arab Emirates, Saudi Arabia and Germany.

MGV Industries group managing director Zakaria Jusoh said the company had the capacity to produce one million bottles of a chocolate malt beverage every month.

He said the drinks would hit the shelves in August, followed by other types of beverages, including isotonic drinks carrying the "Upin & Ipin" label.

"I am upbeat about working with Les' Copaque in this venture.

" It will expand our businesses,



Prime Minister **Datuk Seri Najib Razak** speaking with MGV Industries group managing director **Zakaria Jusoh** (left) and Les' Copaque managing director **Burhanuddin Md Radzi** (right) after witnessing the exchange of documents in Putrajaya yesterday. With them are Minister in the Prime Minister's Department **Datuk Abdul Rahman Dahlan** (second from left) and Teraju chief executive officer **Datuk Husni Salleh**. Pic by Fariz Iswadi Ismail

which have been in operation since 1992."

MGV Industries has set a profit target of more than RM100 million, with an initial public offering (IPO) by 2020.

Meanwhile, the prime minister, in a social media update, said the people's welfare and interest were always at the top of the list of gov-

ernment priorities.

"Despite many accusations and slander, especially regarding the government's financial state, with some saying the country will go bankrupt, we will still prioritise the people's welfare and needs.

"(God willing), starting tomorrow, the increase in pay scale and minimum wage of RM1,200 for civil ser-

vants will commence, as what had been announced in the 2016 Budget," he said.

Najib added that the efforts and hard work of the civil servants were appreciated by the government.

"Hopefully, this assistance will to inspire them to continue their excellent service to the people and country," he said.