

MEDIA : New Straits Times

TITLE : Scomi, Skoda in tie-up to bid for RM8b rail jobs

COMPANY : Scomi Engineering Bhd

DATE : 3 September 2015

Scomi, Skoda in tie-up to bid for RM8b rail jobs

KUALA LUMPUR: Scomi Engineering Bhd will bid for rail-related projects to the tune of RM8 billion locally and in other Asian countries, says its chief executive officer Kanesan Velupillai.

"The tender comprises three local projects and eight foreign projects and we are anticipating a 10 to 15 per cent success rate.

"Locally, we will start bidding for the third Light Rail Transit Line (LRT 3) and Mass Rapid Transit Line 2 (MRT 2) on federal projects and the Penang LRT. Regionally, we will start tendering for four projects related to LRT, MRT and the metro in India, three similar projects in Indonesia and one in Bangkok.

"We are quite optimistic of getting some of those projects and we will get a fair share, judging from our past experience," Kanesan said after the announcement of a partnership with Czech transport engineering company Skoda Transportation to bid for the projects, here, yesterday.

Kanesan said the collaboration will enable Scomi Engineering to participate in a wider range of transport projects, including the global LRT and MRT jobs.

He added that the partnership will see both parties emerge with new

product offerings to complement their existing suites of transport solutions, products and services for worldwide distribution.

Scomi Engineering is also targeting for higher local content in the products for Malaysia and the region.

"We anticipate 60 per cent of local content that includes manufacture of key components in Malaysia," Kanesan said, referring to activities at the company's plant in Rawang, Selangor.

With the localisation of contents, the company would be able to contain volatility in foreign currency movements, he

added.

Skoda Transportation sales director Jaromir Hajek said the company, which has strong presence in Europe, had started penetrating the China market and hoped the partnership with Scomi Engineering would enable it to tap Asean and other regional markets.

Skoda Transportation is one of the leading European companies in the field of transport engineering. It offers electric locomotives, trams (Skoda Skoda ForCity and Elektra), subway cars, trolleys and components for rail vehicles. Cheryl Yvonne Achu



Kanesan Velupillai

MEDIA : The Star	TITLE : Scomi Engineering eyes more rail jobs
COMPANY : Scomi Engineering Bhd	DATE : 3 September 2015

Scomi Engineering eyes more rail jobs

KUALA LUMPUR: Scomi Engineering Bhd is eyeing a bigger slice of the rail industry pie locally and regionally, following the inking of a collaboration agreement (CA) with Czechoslovakia-based transport and engineering company Skoda Transportation.

The CA will enable Scomi Engineering to provide new product offerings to complement its existing suite of transport solutions, products and services including the Mass Rapid Transit (MRT) and Light Rail Transit (LRT) metro solutions.

It will also give Scomi Engineering the exclusive rights to use, market, distribute and resell components, products and services of Skoda Electric in the Brazilian and Asean

markets, while other specific markets are non-exclusive.

Scomi Engineering chief executive officer Kanesan Veluppilai said that following this CA, the company was aiming for a tender book of between RM5bil and RM8bil.

"This is what we will have to work at and these are mainly for projects in the MRT and LRT space. Especially for the MRT, it would be difficult for us to go on our own. That is why we have this partnership, wherein our partner has an established track record," Kanesan said at a media briefing after announcing the partnership.

With this, the company is also eyeing jobs locally, namely, the LRT3 and MRT2 lines where there is

a minimum local content of 30%.

"We will most probably achieve 60% local content with our products (through the CA). We are also eyeing some Malaysian projects," he said.

He noted that the majority of the equipment that is required to build a metro train is the same as when building a monorail, and that any additional equipment to build the metro train will be added progressively as and when the need arises.

"Usually, the main investments will be in engineering and the human resource part of these metro networks," Kanesan added.

Skoda, which is based in Eastern Europe, also has its presence and experience in train engineering in Russia, China, Poland and Hungary.

MEDIA : Berita Harian	TITLE : Scomi bida project LRT, MRT
COMPANY : Scomi Engineering Bhd	DATE : 3 September 2015

Scomi bida projek LRT, MRT

» *Kerjasama dengan Skoda tingkat kepakaran kejuruteraan*

Oleh Mohd Zaky Zainuddin
zaky@bh.com.my

Scomi Engineering Bhd (Scomi) bersedia membida projek Transit Aliran Ringan (LRT) dan Transit Aliran Massa (MRT) di Malaysia serta luar negara bernilai sehingga RM8 bilion menerusi pakatan strategiknya dengan Skoda Transportation.

Kerjasama dengan syarikat kejuruteraan pengangkutan terkemuka Eropah dari Republik Czech itu, membolehkan Scomi mempelbagaikan tawaran produk yang sebelum ini hanya memiliki kepakaran dalam teknologi monorail.

Ketua Pegawai Eksekutif Scomi, Kanesan Veluppillai, berkata 10 projek masing-masing

empat di India, Malaysia (2), Indonesia (3) dan Thailand (1) itu akan dibida dalam tempoh 12 bulan akan datang, bermula bulan depan.

Katanya, walaupun projek LRT, MRT serta metro adalah bidang kepakaran baharu kepada Scomi, ia bukannya satu halangan memandangkan syarikat memiliki rakan kerjasama yang memiliki pengalaman dalam kejuruteraan berkaitan.

Beliau berkata, Scomi juga akan membida untuk membangunkan projek LRT 3 bagi laluan Bandar Utama - Klang dan MRT 2 (Sungai Buloh-Serdang-Putrajaya).

"Ya, Scomi masih lagi baharu dalam LRT, MRT dan metro, namun kepakaran dan pengalaman kita dalam teknologi monorail sudah terbukti.

Miliki tenaga pakar

"Kita mempunyai pasukan tempatan lengkap di India, Indonesia dan Malaysia untuk projek monorail sebelum ini; pengalaman menyempurnakan projek mencabar di Sao Paulo, Brazil; memiliki tenaga pakar; menawarkan kos kompetitif; dan mempunyai rangkaian vendor

tempatan kukuh.

"Dengan asas kukuh dan kerjasama dengan Skoda, kami memiliki keupayaan untuk mereka serta membangunkan teknologi dan kejuruteraan LRT, MRT dan Metro bagi projek di Malaysia dan global," katanya pada taklimat media kerjasama Scomi dan Skoda sempena Seminar Perniagaan Rel Asia 2015 di Kuala Lumpur, semalam.

Ketika ini, Scomi sudah membida empat projek masing-masing di Malaysia, India dan Brazil bernilai RM5 bilion.

Mengulas lanjut mengenai kerjasama dengan Skoda, Kanesan berkata, kedua-dua entiti memiliki keupayaan teknikal dan kemahiran pengurusan yang mana ia memperkukuhkan kedudukannya untuk menawarkan penyelesaian pengangkutan komprehensif untuk pasaran global.

"Kerjasama ini akan memberi manfaat kepada kedua-dua syarikat, dengan Scomi akan menyediakan Skoda peluang memasuki pasaran ASEAN, Brazil dan India, manakala bagi Scomi pula, ini peluang terbaik untuk meneroka pasaran Eropah," katanya.



“*Scomi masih lagi baharu dalam LRT, MRT dan metro, namun kepakaran dan pengalaman kita dalam teknologi monorail sudah terbukti*”

Kanesan Veluppillai,
Ketua Pegawai Eksekutif Scomi

MEDIA : Utusan Malaysia	TITLE : Scomi, Skoda bida project RM8 bilion
COMPANY : Scomi Engineering Bhd	DATE : 3 September 2015

Scomi, Škoda bida projek RM8 bilion

KUALA LUMPUR 2 Sept. - Scomi Engineering Bhd. (Scomi Engineering), dengan usaha sama Škoda Transportation (Škoda) bakal membida projek Transit Aliran Ringan (LRT) bernilai RM5 bilion hingga RM8 bilion dalam tempoh 12 bulan akan datang.

Ketua Pegawai Eksekutif Scomi Engineering, Kanesan Veluppillai berkata, bidaan terbabit melibatkan empat projek di India, tiga hingga empat projek di Indonesia, Malaysia (dua) dan Thailand (satu).

Katanya, keputusan bagi semua bidaan terbabit dijangka diketahui dalam masa setahun dari sekarang.

"Kami yakin kerjasama daripada kedua-dua belah pihak ini dapat membuka ruang kepada Scomi untuk terlibat dalam projek pengangkutan yang lebih besar termasuk LRT dan Transit Aliran Massa (MRT).

"Kedua-dua pihak menyumbangkan kepakaran, kemahiran dalam teknikal dan pengurusan yang seterusnya dapat mengukuhkan apa yang kami tawarkan di pasaran global. Selain itu, Scomi juga menyasarkan penggunaan 60 peratus kandungan tempatan termasuk pengeluaran komponen utama di Malaysia," katanya.

Beliau berkata demikian selepas majlis menandatangani perjanjian



PRESIDEN Scomi, Rohalda Ali Badaruddin (kiri), Ketua Pegawai Eksekutif Scomi, Kanesan Veluppillai (dua dari kiri), Pengarah Jualan Skoda, Jaromi Hajek (dua dari kanan) dan Pengarah Scomi, Mark Staib pada sidang akhbar mengenai kerjasama antara Scomi Engineering dan Skoda Transportation di Kuala Lumpur, semalam.

usaha sama (CA) antara kedua-dua syarikat untuk pembangunan usaha sama LRT dan MRT di sini hari ini.

Yang turut hadir, Pengerusi Škoda Transportation, Tomáš Krsek.

Škoda Transportation merupakan syarikat kejuruteraan pengangkutan dari Republik Czech yang banyak terlibat dalam projek pembangunan pengangkutan tram, set metro, bas trolis di Eropah Tengah dan Rusia.

Sementara itu, Kanesan berkata, pihaknya juga sedang membida empat projek monorel bernilai RM5 bilion dalam masa 12 bulan.

Menurutnya, projek terbabit adalah di India, Malaysia dan Brazil.

Mengulas mengenai harapan terhadap Bajet 2016, beliau berharap agar kerajaan dapat memperkenalkan skim pembiayaan jangka panjang bagi membolehkan syarikat membiayai projek-projek yang dilakukan di luar negara.

<p>MEDIA : Nanyang Siang Pau</p>	<p>TITLE : Scomi, Skoda in tie-up to bid for RM8b rail jobs</p>
<p>COMPANY : Scomi Engineering Bhd</p>	<p>DATE : 3 September 2015</p>

伙拍斯柯达 瞄准欧市场

史格米跨进轻快铁捷运

(吉隆坡 2 日讯) 史格米工程 (SCOMIEN, 7366, 主板工业产品股) 伙拍捷克斯柯达运输公司 (Skoda Transportation), 跨足发展捷运 (MRT) 和轻快铁 (LRT) 市场, 同时放眼进军欧洲。

史格米工程总执行长卡尼山在双方合作的记者会上指出, 该公司和斯柯达运输公司携手合作, 有信心可扩大运输项目范围, 包括捷运和轻快铁。

“双方将互补优势和善用各自的专业技术和产能, 缔造协同效应, 同时可加强两者的运输解决方案产品, 拓展全球市场。”他透露, 公司过去

投资 5000 万令吉在雪州万挠设厂制造单轨火车, 如今开拓新市场涉足轻快铁和捷运, 和制造单轨火车的机械设施相似, 因此无需再做显著的投资。

缔造双赢

斯柯达亚洲销售总监佐若米尔则说, 该公司在欧洲的铁路和公共交通工具领域的市场领先者。

他说, 过去数年公司都积极渗透亚洲市场如中国和韩国等, 如今和史格米工程合作, 可借助后者取得东盟国家、巴西和印度的市占率。

相反, 史格米工程同样可借机进军至欧洲市场, 达到双赢局



卡尼山 (左二) 和佐若米尔 (左三) 在记者会握手象征双方合作, 左和右为罗海达和麦克。

面。

除了合作协议 (CA), 双方也签署了主分销协议

(MDA), 以让史格米工程在东盟国家和巴西拥有特许销售权, 经销斯柯达的产品。

出席记者会的史格米工程高层, 还包括主席罗海达和全球制造部总监麦克。

MEDIA : Sin Chew Daily	TITLE : Scomi, Skoda in tie-up to bid for RM8b rail jobs
COMPANY : Scomi Engineering Bhd	DATE : 3 September 2015

史格米工程競標180億合約

(吉隆坡2日讯) 基建领域发展可期，史格米工程 (SCOMIEN, 7366, 主板工业产品组) 放眼未来在海内外竞标50亿至180亿令吉公共交通工具制造合约。

该公司首席执行官卡尼桑在与斯柯达工程公司 (Skoda) 的合作推介仪式后表示，公司目前手握16亿令吉合约，并放眼竞标50亿至80亿令吉的轻快铁及地铁合约，而单轨火车的竞标合约目标则设定在50亿至100亿令吉，竞标的地点包括印度、印尼、巴西、泰国等国家。

“公司过往竞标单轨火车合约的成功率为80%，而轻快铁在国际竞标的成功率则10至15%左右。”

他补充，公司竞标的合约介于12项至15项，预期每年可取得一项合约。

“只要攫取一项合约都可让公司处于较舒适的水平，因为首两年需要进行制造，第三年以后就是营运及维修的收入。”

马币走贬对业务影响不大

有关马币的走贬，他说，对公司的业务并未太大的影响，因公司所有海外的业务都尽量在地化，员工、贷款、原料成本都尽

量以当地为主，这样可以达到分化外汇的风险。

“马币走贬亦让公司相关制造的产品有更廉宜及高质量的优势。”

他说，公司在海外与大马分别占公司70%及30%的营业额，未来也会保持同样的比例。

谈及大马轻快铁与捷运工程时，他表示，政府规定上述的基建工程的公共交通工具必须至少30%由本地制造，而公司放眼至少60%的车身会在本地制造。

此外，他也表示，公司透过与斯柯达合作，以便将业务拓展至欧洲，而斯柯达也可借助公司将业务涉足大马。

斯柯达工程是捷克公司，曾在欧洲及俄罗斯完成多项公共交通工程制造。

他也期望政府在来临的预算案可给予更长的低息贷款予有意将业务拓展至海外的大马制造业者。

他表示，公司的业务是以长期为主，因此长期的低息贷款有利于将大马制造业者将业务拓展至海外。

“对比商业银行，贷款期限较短，而大马进出口银行 (EXIM BANK) 给予公司的贷款给了较长的期限，相当支持公司的业务。”

MEDIA : Astro Awani TV

TITLE : Scomi teams up with Skoda in global LRT, MRT projects

COMPANY : Scomi Engineering Bhd

DATE : 3 September 2015

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Scomi Engineering Berhad mengumumkan usahasama bersama syarikat penghasil gerabak keretapi dari Republic Czech , Skoda. Kerjasama ini adalah bagi meneroka pasaran global dalam membangunkan lebih banyak infrastruktur



MEDIA COVERAGE

MEDIA : The Star Online	TITLE : Scomi inks global LRT, MRT partnership with Skoda
COMPANY : Scomi Engineering Bhd	DATE : 3 September 2015

Scomi inks global LRT, MRT partnership with Skoda

KUALA LUMPUR: Scomi Engineering Bhd has teamed up with Czech transport engineering company, Skoda Transportation to tap into the global light rapid transit (LRT) and mass rapid transit (MRT) business.

"We are confident the collaboration will enable Scomi to participate in a wider range of transport projects including the LRT and MRT," said Scomi Engineering Chief Executive Officer, Kanesan Velupillai.

He said this at a media briefing after announcing the partnership here on Wednesday.

The technical collaboration with Skoda was inked in conjunction with Scomi Engineering's participation in Rail Business Asia 2015 here. - Bernama



MEDIA COVERAGE

MEDIA : BERNAMA

TITLE : Scomi Teams Up With Skoda

COMPANY : Scomi Engineering Bhd

DATE : 3 September 2015

Scomi Teams Up With Skoda

KUALA LUMPUR, Sept 2 (Bernama) -- Scomi Engineering Bhd has collaborated with Czech transport engineering company, Skoda Transportation, to participate in the global light rapid transit (LRT) and mass rapid transit (MRT) projects.

Scomi Engineering Chief Executive Officer, Kanesan Velupillai, said the collaboration will enable Scomi to participate in a wider range of transport projects, including the LRT and MRT.

Kanesan said this at a media briefing after the announcement of the partnership here today.

The technical collaboration with Skoda was inked in conjunction with Scomi Engineering's participation in Rail Business Asia 2015 here.

Kanesan said the partnership will see both parties emerge with new product offerings to complement their existing suites of transport solutions, products and services for worldwide distribution.

He said Scomi was also targetting higher local contents in the products.

"We anticipate 60 per cent of local contents which will include manufacture of key components in Malaysia," he said, referring to activities at Scomi's plant in Rawang, Selangor.

"Locally, we will start bidding for LRT3 and MRT2 on federal projects and the coming Penang's LRT, while regionally, we will start tendering for four projects related to LRT, MRT and metro projects in India, three similar projects in Indonesia and one in Bangkok," he said.

With the localisation of contents, he said, Scomi would be able to contain volatility in foreign currency movements.

Meanwhile, Skoda's Transportation Sales Director, Jaromir Hajek, said the company, which had strong presence in Europe, had started penetrating China market and hoped the partnership with Scomi would enable it to tap ASEAN and other regional markets.



MEDIA COVERAGE

MEDIA : The Rakyat Post

TITLE : Scomi signs up Skoda as global partner

COMPANY : Scomi Engineering Bhd

DATE : 3 September 2015

Scomi signs up Skoda as global partner

Scomi Engineering Bhd can now venture into building hybrid and electric buses, plus supplying LRT and MRT coaches and systems, after inking a global partnership deal today with Czech transport engineering company Skoda Transportation.

“The partnership will see both parties emerge with new product offerings to complement their existing suite of transport solutions, product and services for worldwide distribution,” said Scomi in a statement today.

“Scomi is also targeting for higher local content in the products for Malaysia and the region. We anticipate 60% of local content which will include manufacture of key components in Malaysia,” said Scomi chief executive officer Kanesan Velupillai.

The partnership will see Scomi providing Skoda an opportunity to break into the Asean, Brazil and India markets, where the Malaysian company already has a strong presence.

Scomi will also have opportunity to cooperate with Skoda in markets of central Europe.



MEDIA COVERAGE

MEDIA : The Edge Markets	TITLE : Scomi Engineering keen to bid for local rail projects
COMPANY : Scomi Engineering Bhd	DATE : 3 September 2015

Scomi Engineering keen to bid for local rail projects

KUALA LUMPUR: Scomi Engineering Bhd (SEB) is keen on bidding for the upcoming mass rapid transit (MRT) and light rail transit (LRT) projects.

"The government had said that the LRT3 and MRT 2 projects must have 30% local content, but today we are offering products that will achieve 60% local content, so yes, we are eyeing the Malaysian project," said the company's chief executive officer Kanesan Velupillai.

The 36km LRT3 or Bandar Utama-Klang Line's construction work will begin in 2016 and is expected to be completed in 2020. The MRT2 or the Sungai Buloh-Serdang-Putrajaya line is expected to be up for tender by year-end and the contract awarded by the first or second quarter in 2016, with Phase 1 opening by May 2021 and Phase 2 by July 2022.

According to Kanesan, the company has a tender book of about RM5 billion to RM8 billion for international MRT and LRT projects. SEB's monorail segment has a tender book of RM5 billion to RM10 billion. Its order book stands at RM1.6 billion now.

He said the success rate for the monorail stands at 60%, but for MRT or LRT projects, the success rate would be between 10% and 15%.

The company is aiming to bid for three to four MRT and LRT projects in Indonesia, and one LRT project in Thailand, besides five projects in India it is targeting over the next two years.

"We are hoping there will be two tenders for the metro in Brazil this year," said Kanesan adding that its monorail segment will tender for another eight projects in Turkey and a few projects in Colombo, Sri Lanka.

Kanesan was speaking to reporters after the signing ceremony between SEB and Czech transportation engineering company Skoda Transportation yesterday for the joint development of MRT and LRT vehicles.

Kanesan said the 50-50 partnership will see both parties bringing individual technical and management skills and capabilities, which strengthens their joint transport solution offerings to global market.

This will also enable SEB to participate in a wider range of transport projects, including LRT and MRT projects, in addition to its existing monorail business, he added.

Skoda sales director, propulsion and control for East and Asia Jaromir Hajek, said the collaboration will help to grow its market in a fast pace and fulfil the requirement of local content.

Kanesan said the collaboration will not incur additional costs, as its existing plant in Rawang manufacturing its monorail would have a new line to build the MRT and LRT vehicles. Apart from tendering for projects with Skoda, Kanesan said the collaboration will also allow both parties to tap into each other's market in different countries and different market segments.

Currently, 70% of the company's earnings are from overseas while the remaining 30% is from Malaysia.



MEDIA COVERAGE

MEDIA : New Straits Times	TITLE : Scomi signs LRT, MRT partnership deal with Skoda
COMPANY : Scomi Engineering Bhd	DATE : 3 September 2015

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Kanesan said the partnership will see both parties emerge with new product offerings to complement their existing suites of transport solutions, products and services for worldwide distribution.

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With the localisation of contents, he said, Scomi would be able to contain volatility in foreign currency movements.

Meanwhile, Skoda's Transportation Sales Director, Jaromír Hajek, said the company, which had strong presence in Europe, had started penetrating China market and hoped the partnership with Scomi would enable it to tap ASEAN and other regional markets.



MEDIA COVERAGE

MEDIA : Malaysian Insider

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DATE : 3 September 2015

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Scomi Engineering Bhd has entered into global light rapid transit (LRT) and mass rapid transit (MRT) partnership with Czech transport engineering company, Skoda Transportation.

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MEDIA COVERAGE

MEDIA : Astro Awani Online

TITLE : Scomi teams up with Skoda in global LRT, MRT projects

COMPANY : Scomi Engineering Bhd

DATE : 3 September 2015

Scomi teams up with Skoda in global LRT, MRT projects

Kanesan Velupillai (pix) said the collaboration will enable Scomi to participate in a wider range of transport projects, including the LRT and MRT. -Pix from LinkedIn

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"Locally, we will start bidding for LRT3 and MRT2 on federal projects and the coming Penang's LRT, while regionally, we will start tendering for four projects related to LRT, MRT and metro projects in India, three similar projects in Indonesia and one in Bangkok," he said.

With the localisation of contents, he said, Scomi would be able to contain volatility in foreign currency movements.

Meanwhile, Skoda's Transportation Sales Director, Jaromír Hajek, said the company, which had strong presence in Europe, had started penetrating China market and hoped the partnership with Scomi would enable it to tap ASEAN and other regional markets.