

# Slide Presentation for Türkiye Embassy

## YBhg. Dato' Haji Abu Bakar As –Sidek bin Dato' Haji Mohd Sidek

### PERNAS' Chairman of Executime Committee (EXCO)

Menara PERNAS  
4 September 2023

*Malaysia's Franchise Champion.*

Menara Pernas, Tower 7, Avenue 7, Bangsar South City, Jalan Kerinchi, 59200 Kuala Lumpur



**Malaysia's Franchise Champion.**

**Corporate Video**

**#caripernas**

# PERNAS' OVERVIEW

# PERNAS has a rich history spanning over 50 years

1969



**Perbadanan Nasional Berhad or PERNAS** was incorporated in November 1969 as a wholly owned government company to carry out the resolutions at the First & Second Bumiputera Economic Congress.

**During the 70's** PERNAS was one of Malaysia largest conglomerates and GLC. Established two notable companies:-

- 1975 – London Tin Mining (**Malaysia Mining Corporation**)
- 1978 – **Sime Darby**

**In 1981**, PERNAS' leading role was taken over by Permodalan Nasional Berhad (PNB) and some of PERNAS' shares were transferred to PNB.

1996



**PERNAS was rebranded to PNS** with a new mandate to **develop Bumiputera Middle Class Entrepreneurs** via an Entrepreneurship program offering equity financing and investment.

Some of the most notable companies assisted by PNS are:-



Listed in 2001



Listed in 2004



Listed in 2004



Growth and Expansion

2004



**PNS' mandate** was once again renewed with a strategic focus to **develop the franchise industry.**

PNS was tasked to support the **development of Franchise Industry via Equity, Financing and provision of Retail Space.**

Amongst local Brands assisted by PNS:-



Franchised in 2007



Franchised in 2009



Franchised in 2010



Franchised in 2017

2021



**On 21 June 2021, PNS was rebranded to PERNAS** to further strengthen the agency's position as the champion of franchise industry growth in Malaysia.

To provide a clearer picture to the public on the role of PERNAS in the franchise industry.

To address the issue of brand confusion with other organizations over the years.

# PERNAS is entrusted with the mandate to develop the franchise industry in Malaysia

We achieved that through various capacity building programs, financing, and investing in companies

## Vision

To be the premier corporation  
for franchise and entrepreneurship excellence

## Mission

To create and sustain wealth through  
diversified businesses and providing opportunities to entrepreneurs

Incorporated under the **Companies Act 1965** on 29 November 1969, Perbadanan Nasional Berhad (PERNAS) is a company owned by the Minister of Finance (Incorporated).

PERNAS' role is to **develop the franchise business from start-up stage to growth stage** and provides opportunities to go beyond borders.

**PERNAS serves as the champion for the nation's franchise industry.**



### DEVELOPMENT

We provide training, consultancy, guidance for franchise and pre-franchise entrepreneurs at any stage of their growth to become franchisors



### FINANCING

We extend lending, financing facilities and equity financing for aspiring and would-be entrepreneurs to expand or start their business



### INVESTMENTS

PERNAS invests in business with growth potential that has the potential to go public

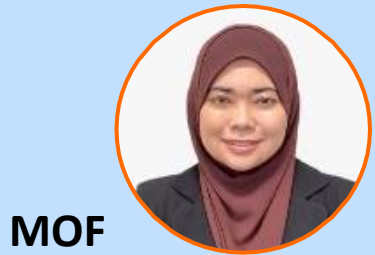
# PERNAS' BOARD OF DIRECTORS

# PERNAS' Board of Directors



**CHAIRPERSON**  
YBHG. DATO' HAZIMAH BINTI ZAINUDDIN

## GOVERNMENT REPRESENTATIVES



YBRS. PUAN AFIDAH AZWA  
BINTI ABDUL AZIZ



YBHG. DATO' SURIANI  
BINTI DATO' AHMAD



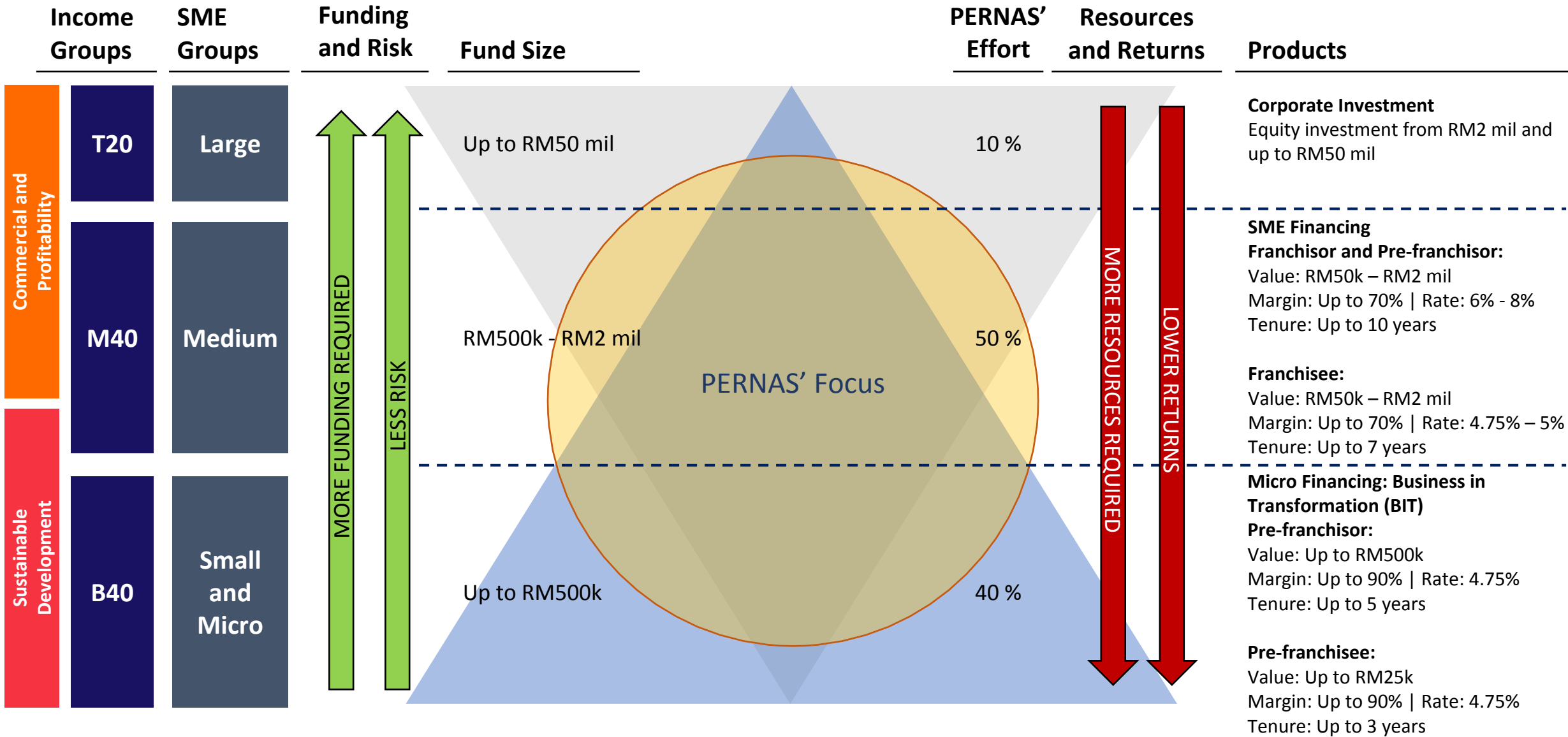
YBHG. DATUK ROZIAH  
BINTI ABUDIN

## INDUSTRY PROFESSIONALS



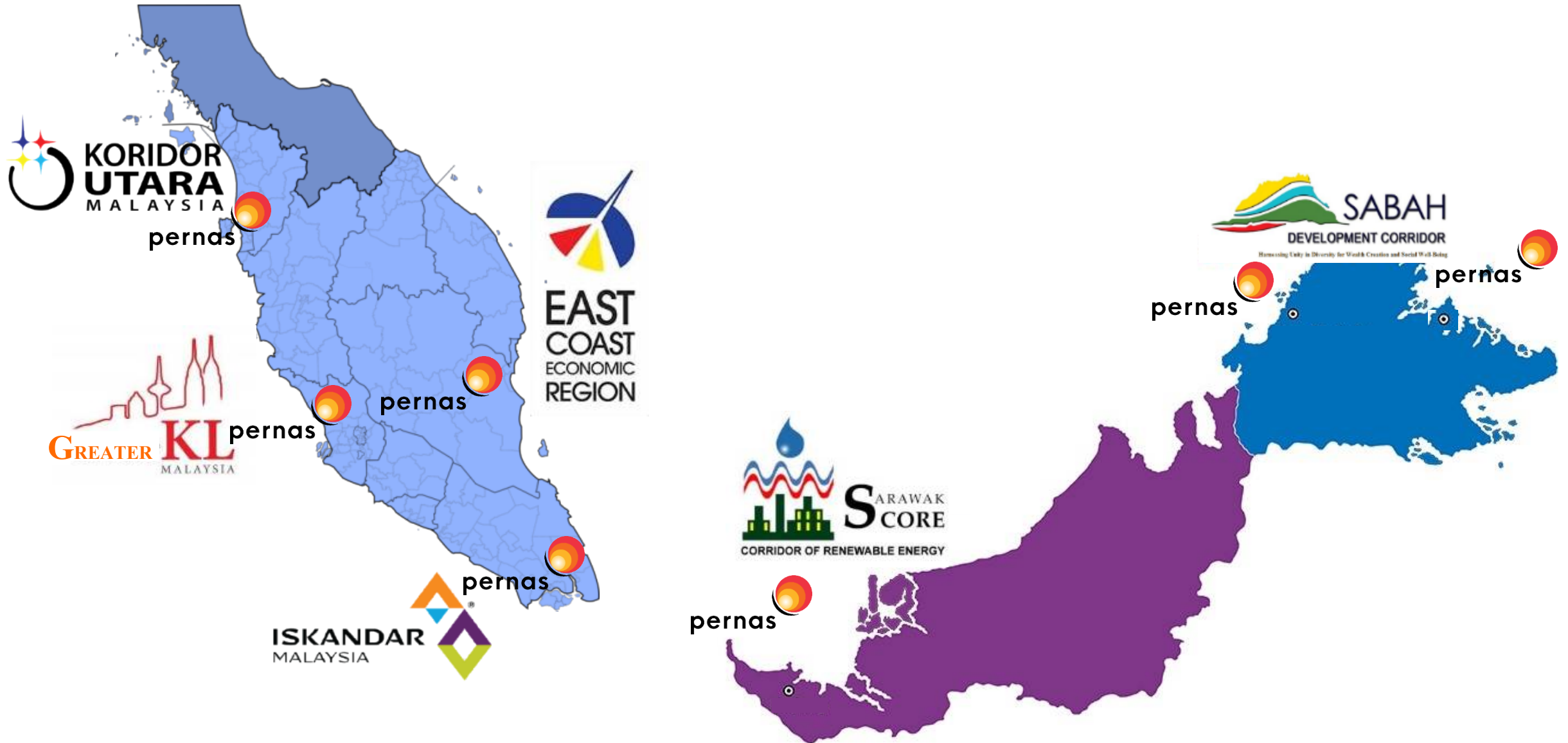
YBHG. DATO' ABU BAKAR  
AS-SIDEK BIN  
DATO' HJ. MOHD. SIDEK

# PERNAS' FOCUS



# PERNAS' HEADQUARTERS AND CORRIDOR OFFICES

# PERNAS' Headquarters And Corridor Offices Are Spread Across The Country



# PERNAS' PRODUCTS AND SERVICES

# PRODUCTS AND SERVICES OFFERED BY PERNAS

To become the leading organization  
for franchise development and a center of excellence in entrepreneurship

## DEVELOPMENT

### Franchise Development



### Franchise Institute



## FINANCING

### Financing



### Property

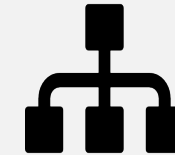


## INVESTMENT

### Equity



### Subsidiary



### Treasury



# PRODUCTS AND SERVICES OFFERED BY PERNAS



## 1 FINANCING



- **Financing Size:** RM50,000 – RM2 million
- **Principle:** Islamic (Tawarruq Concept)
- **Tenure:** Up to 10 years
- **Rate:** 5.00% - 8.00%

- Franchisor Financing Scheme
- Franchisee Financing Scheme
- Pre-Franchise and Master Franchise Financing Scheme
- Licensor and Licensee Financing Scheme

## 2 EQUITY



- **Investment Size:** Minimum RM2 million
- **Tenure:** Up to 5 years
- **Equity Shareholder:** Up to 49%
- **Investment Instruments:** Common Shares and Preference Shares iRCPS
- **Target IRR:** 6% to 8%
- **Aim for healthy growth with**

- Mezzanine Financing Scheme
- Pre – IPO Scheme
- Franchise Equity

## 3 PROPERTY



- Provision of commercial space in strategic locations for entrepreneurs at competitive rental rates
- **Tenure:** Up to 10 years

- Commercial Space Rental Scheme

# PRODUCTS AND SERVICES OFFERED BY PERNAS

## 4 SUBSIDIARIES



Wonderful Lifestyle Sdn. Bhd.



Big Nineteen Sdn. Bhd.



PNS ASQ Asia Sdn. Bhd.

## 5 FRANCHISE INSTITUTE



### Objectives of Franchise Institute (FI)

Provide comprehensive training focused on franchising and entrepreneurship.

Provide awareness briefings on entrepreneurial franchising to the public.

## 6 TREASURY



- Investment in Money Market
- Investment Portfolio

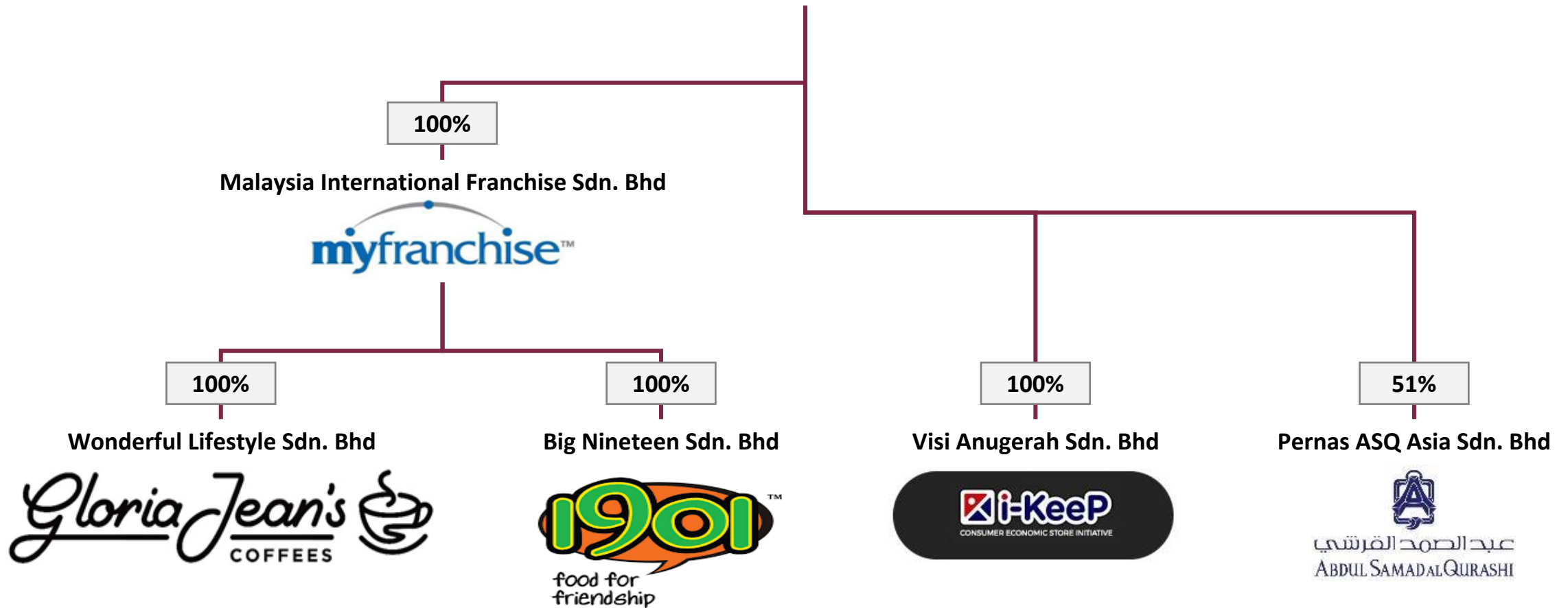
# FRANCHISE BRANDS

# We work with over 100 franchisors to expand their business by financing them and their franchisees

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|-----------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Food & Beverage |       <br>      <br>       |
| Education       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| Services        |      <br>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |

# PERNAS' SUBSIDIARIES

# Corporate Structure: PERNAS Has Five (5) Subsidiaries



# Gloria Jean's Coffees



## TOTAL OUTLETS

Outlets in Malaysia 49

Outlets in Other Countries 9

Total 58



TOTAL OUTLETS

Outlets in Malaysia 43

Outlets in Other Countries 0

Total 43

# Abdul Samad Qurashi



عبد الصمد القرشي  
ABDUL SAMAD ALQURASHI

## TOTAL OUTLETS

Outlets in Malaysia 1

Outlets in Other Countries 0

Total 1

Terima Kasih  
Thank you

*Malaysia's Franchise Champion.*

Menara Pernas, Tower 7, Avenue 7, Bangsar South City, Jalan Kerinchi, 59200 Kuala Lumpur



T.C.  
TİCARET BAKANLIĞI  
Uluslararası Hizmet Ticareti Genel Müdürlüğü

Sayı : E-86541099-724.01.01-00089328495  
Konu : Pernas İşbirliği İmkanları

DAĞITIM YERLERİNE

Bakanlığımız Kuala Lumpur Ticaret Müşavirliği'nden alınan yazıda, başta yiyecek, içecek ve tekstil sektörleri olmak üzere Malezya pazarına girmek isteyen Türk markaları için Perbadanan Nasional Berhad (Pernas) tarafından sunulan imkanların oldukça önemli olduğu ifade edilmekte olup, Pernas hakkında edinilen bilgiler aşağıdaki gibi sıralanmaktadır:

- 1969 yılında kurulan ve Malezya'nın franchise sektörünün gelişimine liderlik etme yetkisine sahip Maliye Bakanlığına bağlı bir şirkettir.
- Temel amacı franchise verenler ve franchise sahipleri için rehberlik ve özel programlar sağlayarak Malezya'da franchise sektörünün gelişimini sağlamaktadır.
- Franchise verenler ve franchise sahipleri arasında işbirliğine destek vermekle birlikte, halka açılma ve büyüme potansiyeli olan firmalara yatırım yaptığı, doğrudan kendisinin de Malezya'da franchise sahibi olduğu örnekler mevcuttur.
- Yatırımcı eşleştirmesine ek olarak, girişimcilere, büyümelerinin herhangi bir aşamasında franchisor olma yolunda eğitim, danışmanlık ve rehberlik sağlamakta, işlerini büyütmeleri veya kurmaları için kredi, finansman olanakları ve öz sermaye finansmanı sağlamaktadır.

Bilgilerini ve yukarıda belirtilen bilgiler ile ekte yer alan Pernas bilgilendirme sunumunun ilgilenebilecek Kuruluşunuz üyesi firmalara duyurulması hususunda gereğini rica ederim.

Gülşah KOÇAK  
Bakan a.  
Daire Başkanı

Ek: Pernas Tanıtım Sunumu

Dağıtım:  
Dış Ekonomik İlişkiler Kurulu Başkanlığına  
Türkiye Odalar ve Borsalar Birliği Başkanlığına  
Türkiye İhracatçılar Meclisi Başkanlığına

Bu belge güvenli elektronik imza ile imzalanmıştır.

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KEP Adresi:

<https://www.turkiye.gov.tr/ticaret-bakanligi-ebys>

Ayrıntılı bilgi için:

Yasemin Burcu GÜNDOĞDU

Ticaret Uzmanı

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