



UNIVERSITI
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INDUSTRIAL TRAINING REPORT

**KULIM TECHNOLOGY PARK
CORPORATION SDN. BHD.**



1 March – 13 August 2021

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EXECUTIVE SUMMARY

My memorable 6-month industrial training began here at Kulim Technology Park Corporation Sdn. Bhd (KTPC) that during this period I get to learn my new thing and how the working environment is that I can use in the future, and it also helps me that I want to susses in the future in my career. This report also states the industry analysis of the biotechnology sector in Malaysia and company analysis of Kedah Bioresources Corporation Sdn. Bhd that is one of KTPC's subsidiaries that shows their financial performance in aspect such as Return on Assets (ROA), Current Ratio, Assets Turnover Ratio, and Net Profit Margin about with year have better performance and how can company solve the problem that they company facing.

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2.0 COMPANY'S PROFILE



Kulim Technology Park Corporation Sdn. Bhd (KTPC) is located at Suite 3.01 – 3.02, 3rd Floor, KHTP Business Centre, Kulim Hi-Tech Park, 09090 Kulim, Kedah, and the operating hour is during Monday to Friday from 9.00 AM until 6.00 PM. The vision of KTPC is to be the preferred location choice for high-technology investors in Asia and the mission is to develop and manage Kulim Hi-Tech Park (KHTP) as a fully integrated high technology park by promoting high-tech manufacturing industries, Research and development (R&D), and technology education activities through the provision of world-class infrastructure and amenities. KTPC was established on 8 January 1979 and own by Kedah State Development Corporation ‘Perbadanan Kemajuan Negeri Kedah (PKNK)’ to develop and manage the High-Tech Industrial Park in Kulim Kedah that is known as Kulim Hi-Tech Park. KTPC is in the sector of real estate (property), rental and business sectors, and the product and services that KTPC offer is an industrial land lease, rental of premises at KHTP Business Centre, sports management activity and hall rental, investment in KTPC subsidiary companies, oil palm plantations and land lease and factory development for long term rental. KTPC also invest in SUKUK and subsidiary to ensure the company always generate a profit.

KTPC also has subsidiary companies that help bring profit to the company are firstly, Kulim Advanced Technologies Sdn Bhd that establish on 11 January 1996 that provided products and services for IT infrastructure, advanced engineering, and training. Secondly, KTPC Resort Development Berhad establish on 29 June 1994 that specializes in property development and entrepreneurship also the operation of golf and country resorts. Thirdly, Kedah Bioresources Corporation Sdn. Bhd establishes in 2006 provided consultant, training, and development studies in Biotechnology activities. That the main goal is to develop the economy by providing Biotechnology services and facilities in the Northern Region. Lastly, the new subsidiary that is KHTP SINA Sterilisation Services Sdn Bhd that establish on 12 September 2019 provided sterilizing services for medical devices industries to sterilizing all their products to meet customers and world standards.

2.0.1 ORGANIZATIONAL STRUCTURE

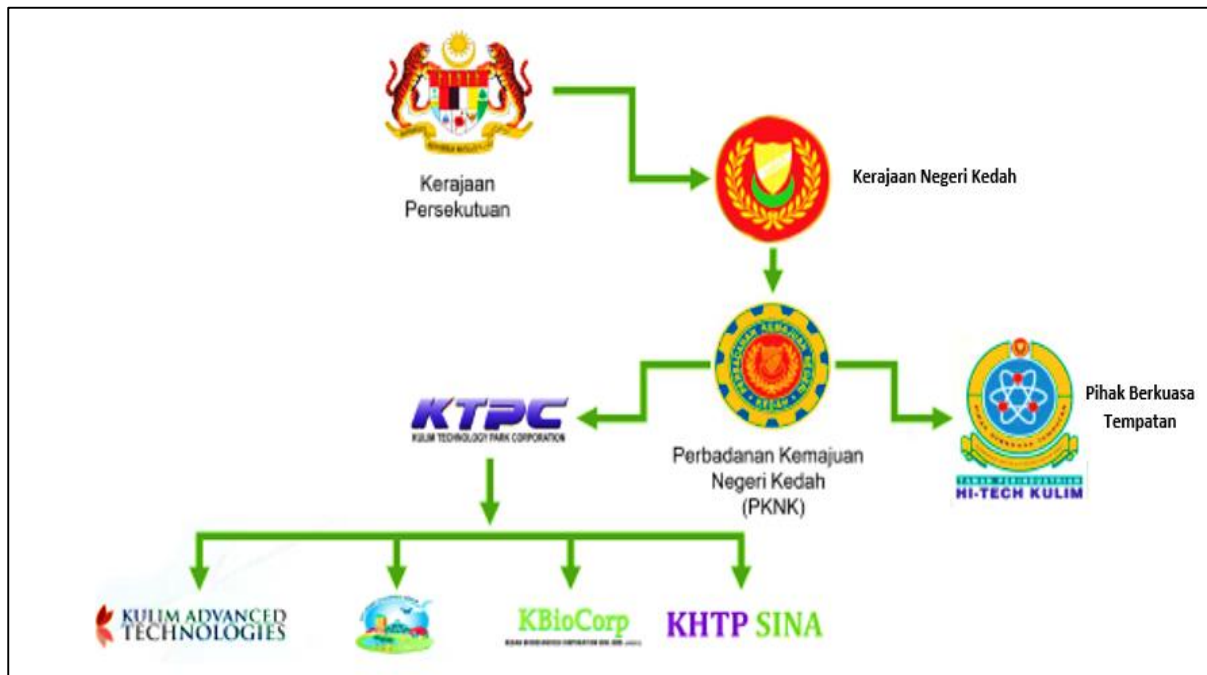


Figure 2.0.1 Shows The Ownership Structure Of KTPC

2.0.2 KTPC BOARD OF DIRECTOR

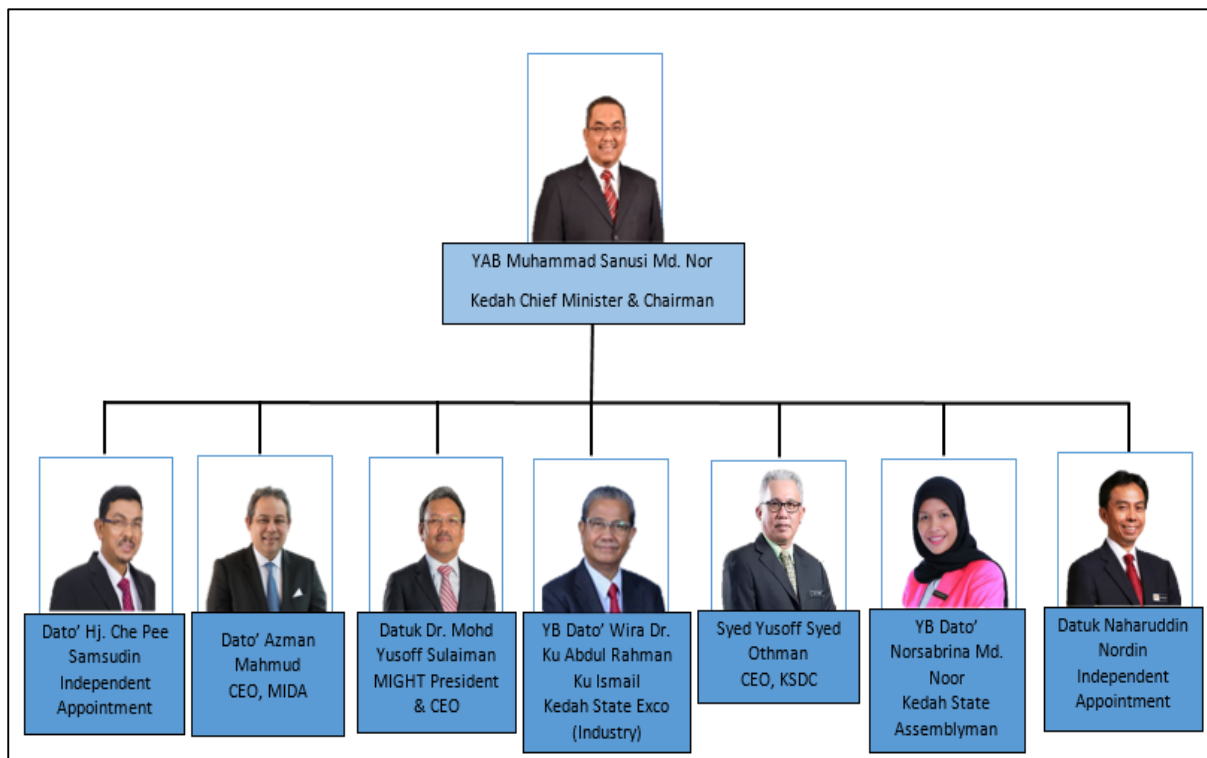


Figure 2.0.2 Shows The KTPC's Board Of Director

2.0.3 KTPC ORGANIZATIONAL STRUCTURE

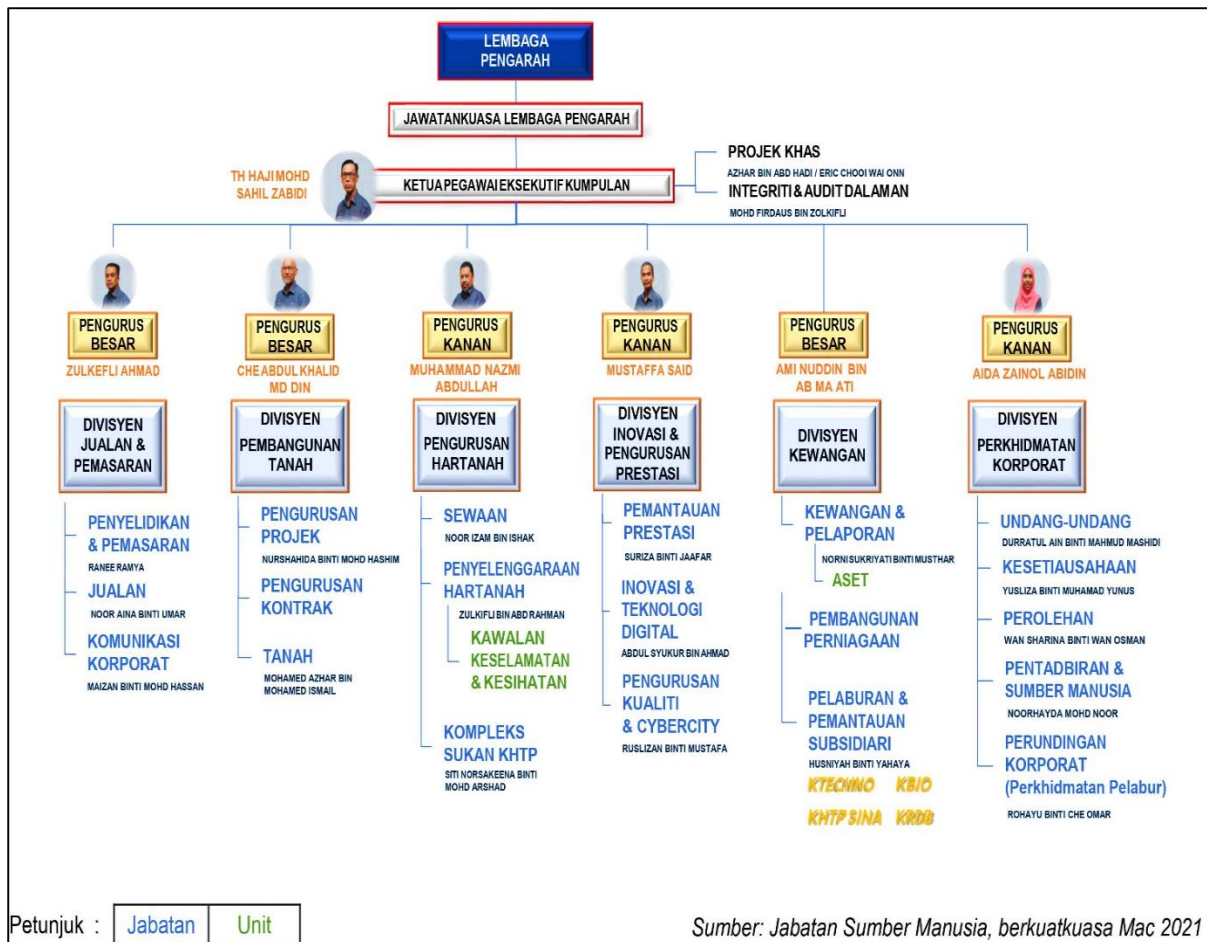


Figure 2.0.3 Shows The Organizational Structure Of KTPC (pls write in full)

Kulim Technology Park Corporation Sdn. Bhd (KTPC) own by Kedah State Development Corporation and led by Tuan Haji Mohd Sahil Zabidi as Group Chief Executive Officer (GCEO). KTPC has six divisions that are sales and marketing division, land development division, property management division, innovation and performance management division, financial division, and corporate services division and each division has its head of the division to monitor all activities and tasks that each department performs. Also, under each division, it has a department and unit that each department has its manager to manage all department activities and daily tasks. Every month KTPC will hold monthly briefing that all head of the division, representative of the subsidiary and staff will attend it. During the monthly briefing, all head of the division and each representative of the subsidiary much present they achievements, issues and challenges for the previous month and also activities and tasks for the coming month for each department.

3.0 TRAINING'S REFLECTION

My experience during my internship at KTPC for 24 weeks that from 1 March 2021 until 13 August 2021 is I was assigned under procurement department and my roles are to assist the procurement department to receive tender documents from contractors, make phone calls to contractors to follow up for BQ (Bill of Quantities) or site visit, send an invitation email to the contractor for BQ or site visit, preparing documents such as print the document when contractor sends the BQ and tender documents, go to the site visit, make filing for the procurement department, key in data into procurement system for every BQ that have been received from the contractor, attend the meeting for contractor evaluating and other relevant duties when needed.

The benefits that I received during my internship at KTPC are the allowance that is RM 20 per day, and they have free meals for everyone that attend the meeting. I also get to gain many knowledge and technical skills during my internship period such as learn how to use Canon photocopy machine, learn how to send an email and make a call to the contractor, learn how to use the Microsoft team, how to handling site visit and meeting and also learn the real working world. I also learn how to communicate with other people, multitasking, finishing all my work on time, and work with a team. During this training period at KTPC, I get to learn many things and it was an honour for me to make my internship at KTPC and all skills and knowledge that I get during this training period can help me during my working day after this.

4.0 INTRODUCTION

To assess the company's financial performance, financial ratios (return on asset, current ratio, asset turnover ratio, and net profit margin) have been conducted as use this ratio company can know more about their company's financial performance. Given the fact that financial performance analysis is one of the ways to deciding the financial attributes of a company from financial statements and accounting. That company can use it to evaluate their company performance (Fayyaz & Nabi, 2016). Financial performance is the ability of the company to gain profits that is related to the company's sales, total assets, and its capital. All long-term investors that have an interest in the company will see the company's financial performance because investors can see the amount of profit that they can receive in the form of dividends (Widyastuti, 2019).

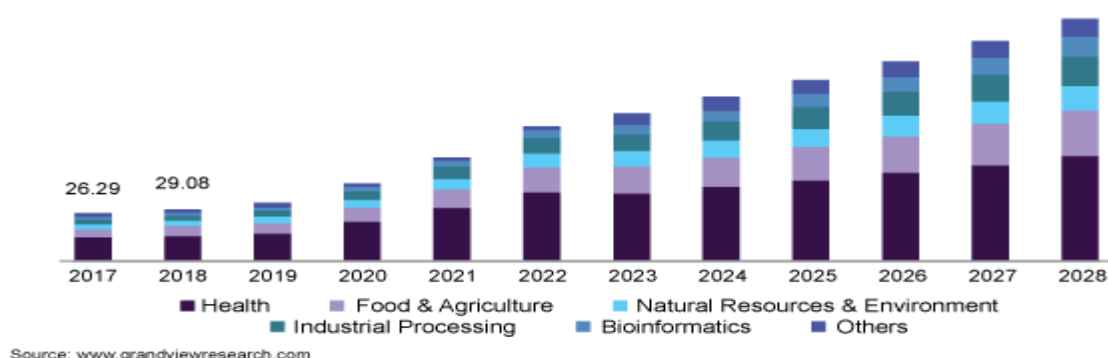
To assess the industry and company analysis, the data use for this analysis is collected from Kedah Bioresources Corporation Sdn. Bhd from the year 2014 until 2020. Kedah Bioresources Corporation Sdn. Bhd establishes in 2006 provided consultant, training, and development studies in Biotechnology activities. The main goal of Kedah Bioresources Corporation Sdn. Bhd is to develop the economy by providing Biotechnology services and facilities in the Northern Region. The vision is to be the preferred One-Stop Centre that provides Biotechnology services and facilities in Malaysia and the mission is to accelerate the business growth of industries by providing Long Term Collaboration with their customers.

4.1 INDUSTRY ANALYSIS

The whole world including Malaysia is now hit by the COVID-19 pandemic and in the subsequent Movement Control Order (MCO) and as a result, many sectors in Malaysia have suffered losses and half of the sectors have now not been able to operate but it is different for the biotechnology sector. The biotechnology sector is one of the sectors that will be increasing Malaysia's economy that also brings Malaysia toward a progressive and high-income country that presents a multitude of long-term opportunities for countries with mature biotechnology sectors. In the last eight years, Malaysia has been actively developing the biotechnology ecosystem in local industry and created them reputable biotechnology hub in Asia. Malaysian Investment Development Authority (MIDA) has approved two foreign-owned biotechnology projects with investments totalling RM2.7 billion in 2018 that more than he approved investments of RM814 million across six biotechnology projects in 2017. Both projects are a mix of new and diversification ventures and are also expected to generate job opportunities for the country (Shahril, 2020).

The biotechnology sector's companies in Malaysia also want to take this opportunity and make an investment in it as Malaysia's government has identified that the biotechnology sector is one of the strategic sectors that will contribute to the country's economy. As the biotechnology sector contributes around 2.5% of the national gross national product (GNP) in 2010 and 2015 increasing to 4% and it is also expected to increase to more than 5% in 2020 and biotechnology is also expected to bring more jobs opportunities to the young generation. In 2020, the government envisages that this sector will provide employment to 280,000 people (Rozhan, 2019). Also, the global biotechnology sector market size was valued at USD 752.88 billion in 2020 and it is expected to increase in annual growth rate (CAGR) by 15.83% from 2021 to 2028 (Biotechnology Market Growth Analysis Report, 2021-2028, 2021).

Germany biotechnology market size, by application, 2017 - 2028 (USD Billion)



Furthermore, the COVID-19 pandemic gives a positive impact on the biotechnology sector's market growth as the biotechnology companies are frontrunners in the development of drugs targeting COVID-19. The biotechnology sector's companies or manufacturing that target the COVID-19 is contributing to the market growth as they going to make a product such as face masks, gloves, and hand sanitizer or vaccine of COVID-19 that will also be increasing their profit and biotechnology sector market growth as the increase in demand.

4.2 COMPANY ANALYSIS

For the company analysis, financial ratios have been conducted to assess and evaluate the financial performance of Kedah Bioresources Corporation Sdn. Bhd. This method is one of the tools to assess the performance of the company. The category of financial ratios that have been applied for this company analysis are profitability ratio (return on assets and net profit margin), liquidity ratio (current ratio), and efficiency ratio (assets turnover ratio).

Financial Ratio

4.2.1 Return on Assets (ROA)

ROA uses to measure the profitability since it shows the actual position of the company and the advantage of using ROA as profitability measurement is that ROA can reflect the efficiency of the company management in using their real investment and financial resources to generate profit or income (Zainudin et al., 2017). ROA also use to helps companies measure their company financial performance, especially from the profitability and investment. ROA shows the effectiveness of the company in generating profits by optimizing the assets owned. The higher the profit generated, the higher the ROA, which means that the company is more effective against the use of assets to generate profits. ROA is also part of one of the analytical techniques commonly used by company leaders to measure the level of effectiveness of the company operations (Liuspita & Purwanto, 2019). The table discusses the trend of return on assets from 2014 until 2020.

Table 4.2.1 Return On Assets (ROA) of Kedah Bioresources Corporation Sdn. Bhd for 7 Years period (2014-2020)

Year	2014	2015	2016	2017	2018	2019	2020
ROA	-57.69%	-9.06%	6.48%	8.92%	14.52%	11.83%	3.96%

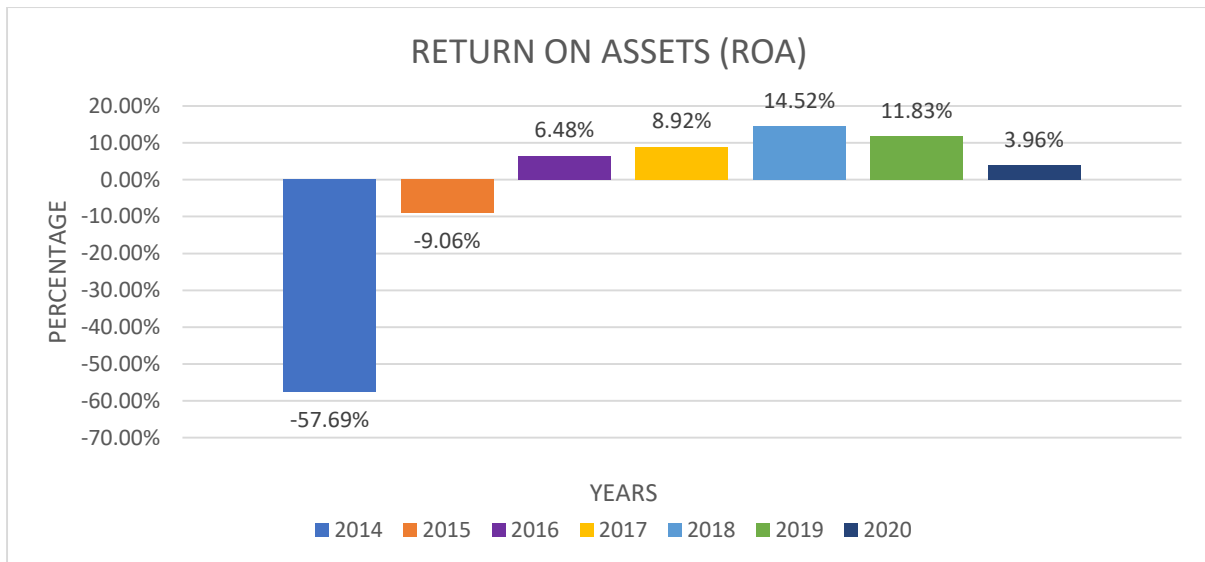


Figure 4.2.1 Return on Assets (ROA) of Kedah Bioresources Corporation Sdn. Bhd for 7 Years period (2014-2019)

Based on figure 4.2.1, it can be seen that Kedah Bioresources Corporation Sdn. Bhd has been efficient in generating their profit as Return on Assets (ROA) keeps increasing every year. While in 2018, Kedah Bioresources Corporation Sdn. Bhd indicates a higher ROA which is 14.52% and it increases by 5.6% from the previous year. This is because during the aforementioned year total assets decreasing by 4.19% but the net income is increasing by 56.02% as an increase in the ROA have an effect on income growth (Heikal et al., 2014), and company other income also increasing by RM 29678 and administrative expenses decreasing by 3.77%.

In 2020, the ROA is drastically dropped by 7.87% from the previous year because total assets decreasing by 2.95% and net income also decreasing by 67.48% and Kedah Bioresources Corporation Sdn. Bhd also has to pay for its other expenses and during this year company has suffered from the COVID-19 pandemic. Overall, Kedah Bioresources Corporation Sdn. Bhd has enough assets to get a high return, and they are also able to maintain a positive ROA in 2016 until 2020 even ROA decreasing in 2020 but ROA is still positive.

4.2.2 Current Ratio (CR)

The current ratio is used to measure the amount of current assets owned by the company to pay for their short obligations that consisting of current liabilities (Anwar, 2019; Lusy et al., 2018). The current ratio cannot be too high or too low. The low current ratio shows that problems are arising in liquidity (Lusy et al., 2018). The low current ratio shows that company inability to meet their short-term obligation and it will make the company has a high burden in their obligations (Amanda, 2019). The high current ratio shows that the company has high assets more than its liabilities and it will increase the efficiency of the company to pay for its short-term obligations. According to Hantono (2018), the current ratio shows how much cash that company has and the liquidity of the current assets of the company that can be converted into cash compare to its total liabilities that will mature within a year. The table discusses the trend of the current ratio from 2014 until 2020.

Table 4.2.2 Current Ratio (CR) of Kedah Bioresources Corporation Sdn. Bhd for 7 Years period (2014-2020)

Year	2014	2015	2016	2017	2018	2019	2020
CR	0.13 times	0.12 times	0.21 times	0.30 times	0.31 times	3.35 times	2.93 times

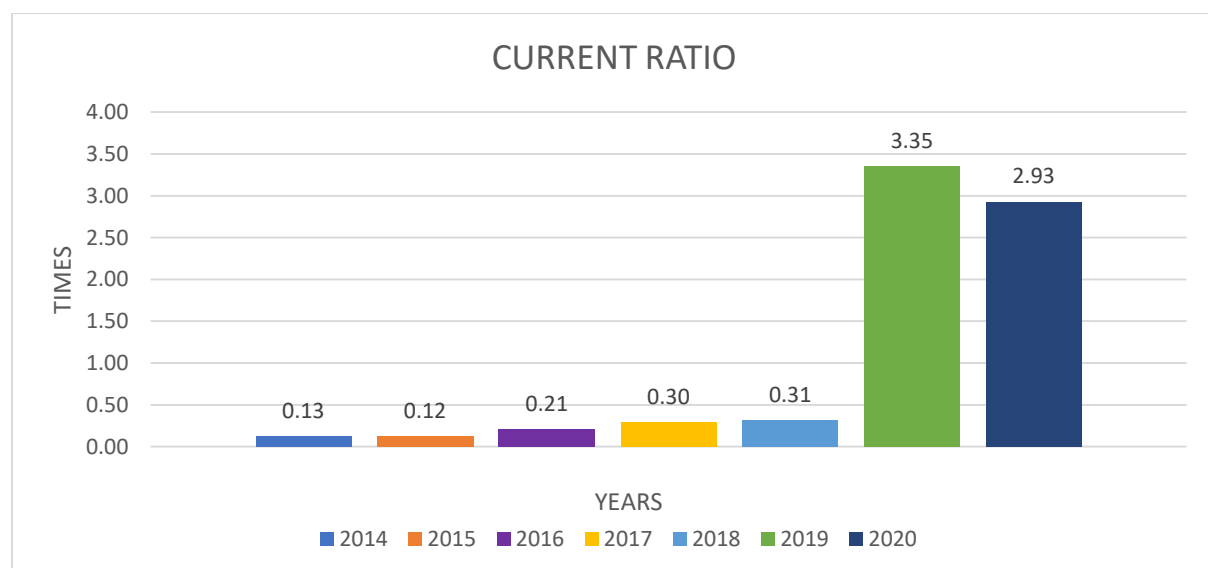


Figure 4.2.2 Current Ratio (CR) of Kedah Bioresources Corporation Sdn. Bhd for 7 Years

Based on figure 4.2.2, shows that the CR is at lower times from 2014 until 2018. This is due to the current liabilities of the company are more than current assets. However, in 2019, the Current ratio (CR) for Kedah Bioresources Corporation Sdn. Bhd drastically increasing to 3.35 times. The higher CR is due to the current liabilities decreasing by 88.84%, and current assets increasing by 19.55% from the previous year and it shows that Kedah Bioresources

Corporation Sdn. Bhd has the ability to pay for its current debts well (Irman & Purwati, 2020). It shows that in 2019 the company has the ability to meet short-term obligations.

In addition, in 2020, the CR dropped to 2.93 times because current liabilities are increasing but it is still a positive CR, and the decrease in CR is not too high that can bring harm to the company. Overall, it shows now that Kedah Bioresources Corporation Sdn. Bhd has the efficiency to pay for their short-term obligations as any companies that are able to manage their finance well that can cover its current liabilities using current assets to generate profit is good as it will resulting to a high profit (Irman & Purwati, 2020).

4.2.3 Assets Turnover Ratio (ATO)

Assets turnover ratio can be used to measure the company sales profit that can be related to the value of company assets. The company also can use it to estimate their efficiency by see the amount of the ratio and can determine whether the company was able to use their assets to gain profit. If the higher the assets turnover ratio it shows that the company is more efficient to generate profit from company assets and if the ratio is lower it shows that the company cannot manage its assets to generate profit. Assets turnover ratio also will affect the company profitability and the result also will make company increase their efficiency and this will make the company invite more investment to the company (Alarussi & Alhaderi, 2018). The table discusses the trend of assets turnover ratio from 2014 until 2020.

Table 1.2.3 Assets Turnover Ratio (ATO) of Kedah Bioresources Corporation Sdn. Bhd for 7 Years period (2014-2020)

Year	2014	2015	2016	2017	2018	2019	2020
ATO	0.51 times	0.90 times	0.83 times	0.75 times	0.88 times	0.75 times	0.69 times

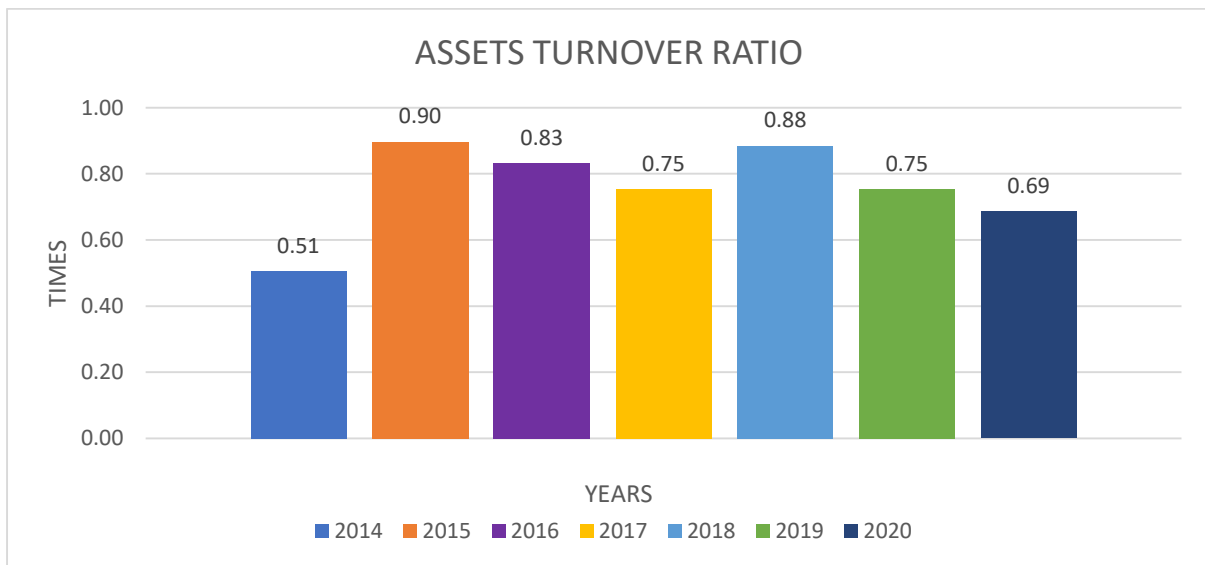


Figure 4.2.3 Assets Turnover Ratio (ATO) of Kedah Bioresources Corporation Sdn. Bhd for 7 Years period (2014-2020)

Figure 4.2.3 shows the Asset Turnover Ratio (ATO) for Kedah Bioresources Corporation Sdn. Bhd increasing suddenly from 0.51 times in 2014 to 0.90 times in 2015. In the years 2016 and 2017, it keeps decreasing to 0.83 times and 0.75 times respectively. It shows that from 2015 until 2017 company did not fully utilize its assets to generate more profit as the ATO uses to measures the effectiveness of all company assets in generating profit causes by high sales (Irman & Purwati, 2020). However, ATO increasing to 0.88 times during 2018 as company total sales increasing by 12.48% and total assets decreasing by 4.19%.

Then in 2019, ATO is suddenly drop back to 0.75 times as total sales increasing by 25.01%, and total assets also increasing by 46.64% it shows that the company did not use its assets wisely to generate more sales. Lastly, in 2020, the ATO decreased again to 0.69 times because the total sales decreasing by 11.7%, and total assets also decreasing by 2.95%. If this situation keeps happening company will be facing lower sales and will get losses in the future. Overall, it shows that the company did not fully utilize their assets to generate more profit as their keep increasing their assets but the sales decreasing.

4.2.4 Net Profit Margin (NPM)

Net profit margin is one of the financial ratios used to measure a company's net profit that compares the net profit after interest and taxes with sales. It shows the company's ability to generate income from each profit or sale. From the definitions, the net profit margin can be concluded that the company can generate profit from every sale that the company made and after deducted the interest and taxes that become the obligations (Anwar, 2019). The table discusses the trend of net profit margin from 2014 until 2020.

Table 4.2.4 Net Profit Margin (NPM) of Kedah Bioresources Corporation Sdn. Bhd for 7 Years period (2014-2020)

Year	2014	2015	2016	2017	2018	2019	2020
NPM	-1.14	-0.10	0.08	0.12	0.16	0.16	0.06

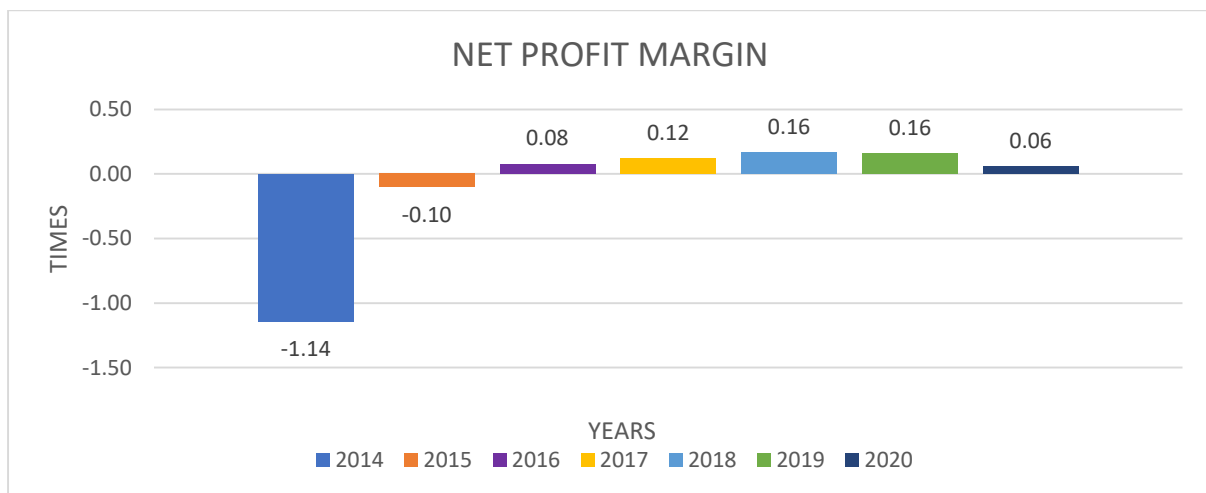


Figure 4.2.4 Net Profit Margin (NPM) of Kedah Bioresources Corporation Sdn. Bhd for 7 Years

Figure 4.2.4 reports Net Profit Margin (NPM) of Kedah Bioresources Corporation Sdn. Bhd shows an increasing figure due to increasing sales and net profit. However, in 2014, the company indicates a negative NPM which is -1.14 times. This happened when sales increasing but the company gets losses due to the company has a high cost of sales and administrative expenses. In addition, the company also has higher and same NPM as sales and net profit increasing during 2018 and 2019.

However, in 2020 the NPM suddenly drop to 0.06 times as company sales decreasing by 11.7% and net profit decreasing by 67.48% as the company has to pay for their company expenses. Overall, the company still can generate high sales as NPM increased due to an increase in company sales (Heikal et al., 2014) but the net income of the company is lower as the company has high expenses.

5.0 DISCUSSION AND RECOMMENDATIONS

Given the financial position, it shows the financial analysis based on their assets, liabilities, and income. That in 2020, Kedah Bioresources Corporation Sdn. Bhd's ROA, CR, ATO, and NPM are all decreasing as that years Malaysia was hit by COVID-19 pandemic and under MCO and company have to close the operation, and this brings many losses to the company. Second, Kedah Bioresources Corporation Sdn. Bhd also has a high expense as even the sales for every year are increasing but the net income keeps decreasing as they have high expenses. Lastly, the total liabilities are more than the total assets that show that they have a problem paying for their debt obligations.

Some recommendations can be implemented to solve the problem for the company that can help the company in the future to improve their company's financial performance and increase their profitability. Firstly, find another source to cover for company losses during this COVID-19 pandemic. Kedah Bioresources Corporation Sdn. Bhd must find another source for a company to keep get profit such as investing in other companies or sectors. The second recommendation is Kedah Bioresources Corporation Sdn. Bhd must use its assets to generate more sales and income. As can be seen in Figures 4.2.1 and 4.2.3, the company did not fully utilize its assets to generate more sales and income as their income and sales keep decreasing. The last recommendation is the company must reduce its expenses as it shows in figure 4.2.4 that the company has high expenses than its income. Kedah Bioresources Corporation Sdn. Bhd must eliminate the unnecessary expenses and reduce the company expenses such as administrative expenses because if they include all the expenses, it will make them lose in the end.

6.0 CONCLUSION

To conclude, the report was discussed and conducted to analyse the company financial performance use financial ratios analysis decision towards company performance. This is because this method is one of the tools to assess the performance of the company and one of the ways to deciding the financial attributes of a company from financial statements and accounting. The company can see their company financial performance year by year and make analyses if they want to improve their company condition in the future. Also, as I make my industrial training at Kulim Technology Park Corporation Sdn. Bhd (KTPC), I get to learn many important new things that I can use in the future. It also helps me that I want success in the future in my career.

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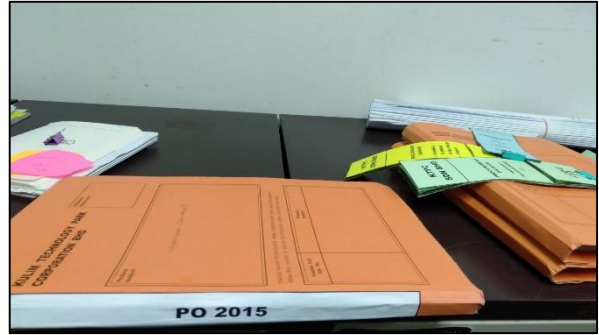
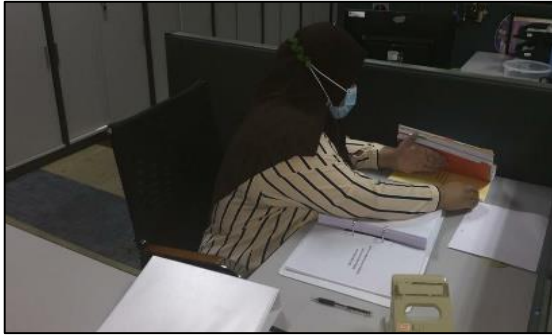
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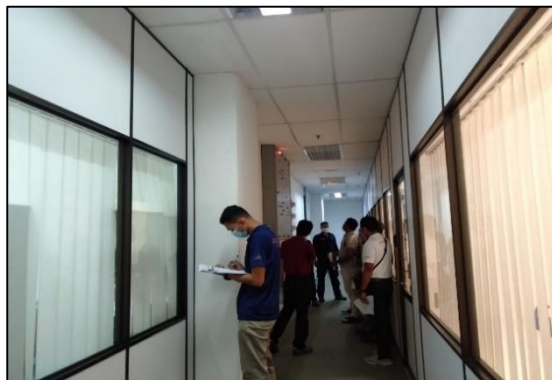
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APPENDICES

1. Make filing for the procurement department

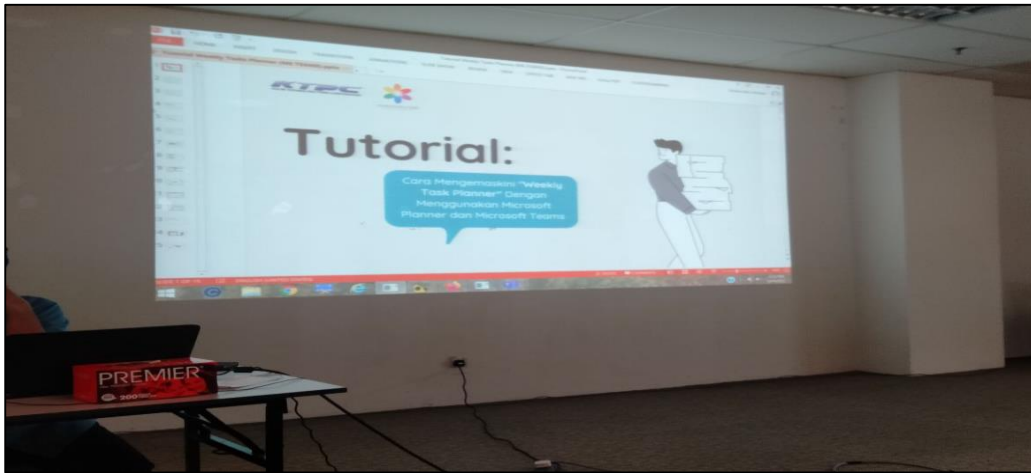


2. Site visit





3. Attend Program about Microsoft Team, Anti-Corruption and how to use Canon photocopy machine



4. Calculation of ratio for Kedah Bioresources Corporation Sdn. Bhd

FINANCIAL RATIO (PROFITABILITY)							
ITEM	2014	2015	2016	2017	2018	2019	2020
TOTAL ASSET	RM 1,292,699	RM 1,054,579	RM 1,571,293	RM 1,660,315	RM 1,590,748	RM 2,332,601	RM 2,263,891
FIXED ASSET	RM 978,348	RM 739,677	RM 911,250	RM 704,715	RM 664,154	RM 1,224,887	RM 1,128,948
CURRENT ASSET	RM 314,351	RM 314,902	RM 660,043	RM 955,600	RM 926,594	RM 1,107,714	RM 1,134,943
TOTAL LIABILITIES	RM 3,595,894	RM 3,453,274	RM 3,715,398	RM 3,656,330	RM 3,355,707	RM 3,821,576	RM 3,663,128
CURRENT LIABILITIES	RM 2,500,955	RM 2,598,239	RM 3,122,990	RM 3,227,926	RM 2,962,067	RM 330,482	RM 387,690
SALES/ REVENUE	RM 653,180	RM 945,517	RM 1,308,854	RM 1,251,162	RM 1,407,335	RM 1,759,276	RM 1,553,456
GROSS PROFIT	-RM 314,782	RM 223,275	RM 525,418	RM 617,186	RM 570,297	RM 819,562	RM 497,473
NET INCOME/LOSS	-RM 745,701	-RM 95,500	RM 101,786	RM 148,090	RM 231,056	RM 275,984	RM 89,738
ITEM	2014	2015	2016	2017	2018	2019	2020
Return on Asset (ROA)	-57.69%	-9.06%	6.48%	8.92%	14.52%	11.83%	3.96%
Current Ratio	0.13	0.12	0.21	0.30	0.31	3.35	2.93
Asset Turnover Ratio	0.51	0.90	0.83	0.75	0.88	0.75	0.69
Net Profit Margin	-1.14	-0.10	0.08	0.12	0.16	0.16	0.06