

# DNeX

TOGETHER  
BEYOND  
EXCELLENCE



# INTRODUCTION

DNeX is a leading service provider in Malaysia's trade facilitation and energy sector. Set up in 1970, our core businesses stem into a myriad of sectors that encompasses a family of specialised companies, each providing customised solutions and infrastructures, engineered and led by industry experts. Listed on the Main Market of Bursa Malaysia the company currently operates in two business segments – IT & eServices, and Energy.



# TOGETHER BEYOND EXCELLENCE

DNeX is empowered by people; from clients, customers and stakeholders inspired and aspiring for betterment, to the communities our projects serve. The dedication and talents of our vibrant teams lie behind each of our successes.

Through the years, we've taken our inherited values and priceless know-how to inspire our ventures and partnerships. We have expanded and refined our expertise and services through the simple understanding that when we all work together, distinction happens.

## VISION

To be a leading multinational corporation that is trusted for its world-class services and expertise.

## MISSION

We are vibrant talents who are committed to delivering business innovation that creates value for stakeholders.



# OUR CORE VALUES

DNeX has developed a culture that is innovative and responsive to our projects' needs, within an ethical and disciplined framework that serves as a lighthouse to our belief system; unmistakably guiding our engagement and relationships with employees, clients, and stakeholders.

## Lean

We operate within a performance-driven culture that strives to do more with less, creating enduring value for our markets, people and shareholders.

## Agile

We are a merit-based organisation that stays ahead through learning, inclusiveness, and change.

## Clean

We are committed to the highest standards of business ethics, infusing trust in all business relationships and doing the right thing.

## Enterprising

We put our imagination to test and continuously invest in disruptive, innovative solutions that achieve efficiency for our customers, people and communities.



## DECADES OF FIRSTS

At DNeX we believe that power of knowledge comes from collaboration and shared expertise, giving us a unique and progressive edge we can call our own – Together Beyond Excellence.

With 5 decades of history, DNeX has continuously contributed to many of the nation's firsts. We pioneered Malaysia's first comprehensive toll gate solutions and services. Introduced the high-tech Intelligent Traffic System, engineered for efficient expressway management. Implemented Malaysia's first fully digital fibre optic telecommunications network. The first rated Sukuk Musharakah in the world. Malaysia's first all-in-one solution for Cargo and Trade Management. First Malaysian service provider for sub-surface directional drilling work. And many more.

Since our inception, we have constantly created, innovated and are committed to deliver solutions that matter. But through it all, one thing remains the same - our pursuits continue to open promising opportunities; propelling us to become a global solutions powerhouse.

**DNeX. Together Beyond Excellence.**





Official Luncheon  
60th Pan-Asian e-Commerce Alliance  
Steering Committee Meeting

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# 50 YEARS

## 50 YEARS OF ACHIEVEMENTS

### 1970

#### Inception

Founded as TIME Engineering Sdn. Bhd. to trade and distribute welding products.

### 1972

#### Electric power component manufacturing

Manufacture and supply electrical switchgears, switchboards and transformers.

### 1981

#### System Integration

Established footing in ICT with core offering to supply hardware and provide services to the government sector.

### 1983

#### Public listed company

Listed on the Main Market of Bursa Malaysia and renamed as TIME Engineering Berhad.

### 1989

#### Toll Road development

Pioneered solutions for the design and construction of Malaysia's first major toll roads.

- Provided Malaysia's first comprehensive toll gate solutions and services for both the North South Expressway and the New Klang Valley Expressway, as well as The Malaysia-Singapore Second Crossing.

- Introduced the high-tech Intelligent Traffic System, engineered for efficient expressway management.

### 1994

#### Fibre Optic Telecommunications

Rolled out Malaysia's first fully digital fibre optic telecommunications network.

### 1995

#### SMK-Dagang Net

Designed and developed the first direct interface for Sistem Maklumat Kastam through pioneering efforts to enhance the use of eGovernment services, smartcards and electronic fund transfers for the Port Klang trading and logistics community.

#### Toll system

Developed the first local toll system in Malaysia.

### 1996

#### Subsea engineering

Introduced Malaysia's first Remotely Operated Vehicle and Cable Joining System.

Also installed Malaysia-Thailand submarine fibre optic cable link for Telecommunications Organisation of Thailand.

### 1997

#### Railways & LRT

Provided trackwork solutions for PUTRA LRT and advised on rail infrastructure for the KL Sentral Station in Brickfields.

#### Sabah IPP

The first Independent Power Producer in Sabah that became (at the time) the largest power supplier in the state's electricity board.

### 1998

#### TIME Highway Radio

Launched Malaysia's first private radio station & THR Ford Transport Mobile, the first outdoor broadcasting vehicle designed to engage the public for opinions and concerns on current issues.

### 2003

#### PPSMI

Appointed by the Government of Malaysia to advise and supply hardware and teaching equipment for the nationwide implementation of Teaching and Learning of Mathematics and Science in English initiative ("PPSMI").

### 2004

#### B2G eServices

Appointed by the Government of Malaysia to operate the electronic customs declaration value-added network and electronic permits for other government agencies.

### 2005

#### Islamic Capital Market

First rated Sukuk Musharakah in the world through the Issuance of Asset Backed Sukuk Musharakah Programme with nominal value of up to RM2 billion.

# Together Beyond Excellence

# DNeX

## 2009

**National Single Window**  
Exclusively appointed to design, develop, operate and maintain Malaysia's National Single Window.

## 2013

**Rebranding to DNeX**  
A new corporate brand identity to welcome new expansive business direction.

**B2G eServices**  
Developed and operated the Information System of Dangerous Goods and Free Zone for Port Klang Authority.

## 2014

**myTRADE2CASH.com®**  
Launched Malaysia's first online trade financing service providing on-time, on-demand electronic trade finance services for exports, particularly those in the SME category.

**Halal eMarketplace**  
Launched a global eMarketplace for Halal products and services.

**DNeX Energy**  
Established a diversified business arm to focus on oil & gas services and power generation.

## 2015

**myCargo2U®**  
Launched myCargo2U®, Malaysia's first all-in-one solution for Cargo and Trade Management.

## 2015

**Pan Asia Exchange**  
Groundbreaking collaboration with the Pan Asian Alliance to connect 340,000 suppliers in Asia with global buyers.

**Directional Drilling**  
First Malaysian service provider for sub-surface directional drilling work.

**Bangladesh IPP**  
Ongoing Developed a small power plant in Bangladesh that is set to serve the local community.

## 2016

**Ping Petroleum Acquisition**  
Marked DNeX's entry into the upstream oil & gas segment with its acquisition of 30% interest in Ping Petroleum for the producing Anasuria Cluster in the North Sea.

**OGPC Group Acquisition**  
Acquired a leading provider of equipment and services for oil and gas, petrochemical, power, and general industries. Increased its reach in the oil and gas industry as Equipment Supply and Maintenance services provider.

**Vehicle Entry Permit and Road Charges System Project**  
Awarded a total subcontract to pioneer the development, operation and management of the VEP and RC System for 5 years.

## 2017

**SealNet**  
Launched as iTrade™, SealNet is a B2B web-based application that simplifies cargo and trade management processes via a one-stop web portal.

## 2018

**Genaxis-IAC Acquisition**  
Acquired Innovation Associates Consulting Sdn. Bhd. ("IAC") through Genaxis Group Sdn. Bhd.

IAC was earlier contracted by the Government of Malaysia to implement an accrual accounting shared system - the Government Financial and Management Accounting System ("iGFMAS").

**Dagang Net Digital Platform ("DNDP")**  
Launched DNDP, a unified business platform converging Trade Facilitation & Supply Chain, Global Halal Services and Financial Technology digital offerings.

**EC-Council Global Services**  
Licensed by world class EC-Council Global Services to provide its standard of cyber security consultancy and advisory services in Malaysia.

## 2019

**eScroll**  
Launched eScroll, an innovative blockchain-powered web application for employers, graduates, universities and training providers to authenticate academic and training certificates.

**Regional Network**  
Established its regional footprint through the opening of Jakarta office, offering eServices and IT solutions to cater to the Indonesian market.

**Automatic Tank Gauging ("ATG") system**  
Awarded contract to supply, install, test, commission and maintain ATG for some 200 PETRONAS stations worldwide.

**RESILIENCE  
DRAWN  
FROM  
EXPERIENCE**



# OUR BUSINESS

## INNOVATING BUSINESSES, GROWING TOGETHER

At DNeX, we pride ourselves on offering effective, workable and commercially realistic solutions to meet our clients' requirements. Our reputation for pragmatic services is the result of the emphasis we place on understanding our clients' objectives, priorities and requirements. An important element of this is the close working relationship we foster with our clients – we place a premium on understanding their commercial strategies and goals, and defend our clients' competitive edge.

## DEPTH OF TECHNOLOGICAL KNOW-HOW, BREADTH OF TECHNICAL EXPERTISE

We leverage the technological expertise of our highly qualified teams of certified engineers and technical analysts, and draw upon our personnel's industry experience with regulatory bodies, vendors, promoters and financiers to provide added value in our ideas and input.

## DOMESTIC AND REGIONAL EXPERTISE

Our technology-driven experience and problem solving skills in the industry extend not only to large scale projects in Malaysia, but also to a number of mission critical assignments internationally in Laos, Myanmar, Senegal, Vietnam and the United Kingdom.



## HOLISTIC AND INTEGRATED APPROACH

We have extensive experience in engaging, consulting and advising sponsors, intermediaries and end-users across the spectrum of projects to devise workable and realistic solutions for our clients. For example, we house our engineers, solutionists and business analysts under one roof, so that our clients benefit from a one-stop full-service facility and seamless delivery of services.

## QUALITY ASSURANCE

To assure consistent quality of service standards, we place emphasis on standard operating procedures in our workflow. This ensures that all deliverables are produced and presented in a timely manner; and documents and advice we provide are reviewed and approved by superiors with relevant expertise and one who is a subject matter expert. We also go to great lengths to preserve data confidentiality to safeguard the interests of our clients.

# ACCELERATE GROWTH AND EXPAND CAPABILITIES

## DAGANG NET DIGITAL PLATFORM

In 2018, DNeX introduced Dagang Net Digital Platform ("DNDP"), a unified business platform with content, aggregation, eCommerce and fulfilment features. By taking on the role of a facilitator, we connect and enable collaboration between Governments, businesses and consumers, optimising operational and commercial opportunities within various industries.

Through DNDP, customers can converge on one unified business platform for all their eServices needs. Organised into 3 core clusters – Trade Facilitation & Supply Chain, Global Halal Services and Financial Technology, customers will experience new technologies powered by the nation's trade facilitation expert to accelerate and enable new capabilities for their business.

## FACILITATING TRADE PROCESSES & SUPPLY CHAIN

One of our key businesses is ideating, engineering and delivering customised trade processing solutions. For over 25 years, we have been innovating business-to-government ("B2G") solutions with enterprise-class applications that simplifies trade processes. We recently enhanced our business-to-business ("B2B") offerings to offer Malaysia's most comprehensive cargo and trade management software – making digital logistics easy.



### National Single Window

Over the years, we have pioneered and spearheaded initiatives aimed at creating paperless, electronic Customs-related services to ease the facilitation and streamlining of international trading processes for the import and export, trade and logistics industries.

We are the operator of Malaysia's National Single Window for Trade Facilitation, which facilitates electronic Customs-related transactions and duty payments, as well as electronic document transfer between members of its trading community made up of manufacturers, importers & exporters, forwarders, shipping agents, terminal and port operators, banks, port authorities, permit issuing agencies and Customs.

Today, close to 100 million electronic transactions and approximately RM8 billion worth of Customs duty payment are transacted annually through our proven infrastructure system. From logistics to manufacturing, retail to government, we serve a diverse range of customers, gaining valuable expertise to fully capitalise on eCommerce, helping customers run their business faster and more accurately.

Backed with a wealth of knowledge and operational know-how in the provisioning of eServices for Trade Facilitation, our track record stands testament to its relentless drive to deliver nothing less than perfection.

**You Trade. We Facilitate.**

## SealNet

SealNet is an integrated, web-based Business-to-Business solution that seamlessly connects domestic and international logistic communities. Its powerful electronic platform bridges global supply chains and logistics for a truly efficient trade facilitation, easing business and reducing costs.

SealNet digitises the information flow across all parties involved in the trade facilitation value chain. It brings together all trade related data and documents within the cargo management journey - along the Business-to-Government processes, as well as pre and post declaration requirements such as cargo/marine insurance and trade financing - onto one platform.

As a platform that collects data and documents currently recorded and collected separately by respective parties primarily importers, exporters, forwarders, shipping lines, hauliers, warehouses and ports, SealNet enables real-time tracking and traceability on goods and document statuses.

With data exchange and information query functionalities, back-office functions like billing and invoicing, data mining, and reporting for compliance purposes are made easier.





## GLOBAL HALAL SERVICES

### GoHalal

GoHalal provides a convenient electronic hub which enables suppliers of Halal products and services to reach the global market easily.

Through GoHalal.com.my, suppliers experience greater accessibility and transactional ease. Our features and services help get their products to markets as quickly as possible, including setting merchants up with online tools to make their business run smoothly. GoHalal creates business opportunities, develops business network and promotes knowledge in the Halal industry. From start to finish, online and in real time, we're here to help.

### AIIVA

AIIVA ([www.aiiva.com.my](http://www.aiiva.com.my)) is a one-stop, web-based Halal Logistics Management System designed to offer end-to-end logistics services aimed at securing Halal integrity in the flow and storage of goods, services and related components from the point of origin to consumption that are in conformance to Halal Assurance System Flow and Halalan-Toyyiban Assurance Pipeline standards.

By linking relevant authorities and trading communities with other various entities within the global supply chain, AIIVA helps its users preserve the virtues of Halalan-Toyyiban by monitoring the flow and storage of goods, services and related components from producers to consumers.

#### Core services

- Halal Logistics Monitoring
- Islamic Cleansing
- Halal Container
- Halal Transporter

# FINANCIAL TECHNOLOGY

Financial Technology, or FinTech, enhances efficiencies in financial systems and offers top opportunities for differentiation, cost reduction and customer retention.

As a company that consistently recognises and embraces the potential in new technologies, our Dagang Net Digital Platform offers FinTech services through:

- myPayment - Enhanced capability to provide advance Duty and Permit Payment, as well as Halal settlement and payment,
- Trade Financing – Access to our one-stop, blockchain supported portal that turns trade to cash for exporting businesses,
- Cross Border Trade Settlement – Settlement for trade of goods and services in local currency electronically, anytime anywhere; and
- EMI – Compare, apply and purchase marine cargo insurance and settlement online.



# TECHNOLOGY, HUMANISED.

Technology is only as good as its purpose. DNeX constantly embraces, challenges and improves upon today's technological advancements to provide communities with an edge that impacts life for the better.

## System Integration & Consultancy

The men and women who work on Integrated Intelligent Infrastructure ("I<sup>3</sup>") are innovative problem solvers. From remodelling business, to refocusing strategic designs and even maintaining the system, our team turns the complicated, into solutions that are simple and easy to manage. DNeX specialises in full project management, from design and build right through to installation and commissioning. Our IT management and consultation approach emphasises a Standard Operation Procedure in the designing, developing, improving, adopting and maintaining infrastructure work scope to suit our clients' needs.

Alongside Project Management, we also assist organisations to align their strategy and business with people's practices. We pride ourselves with our dedication towards organisation transformation and our ability to provide an exceptional level of consulting services and practices. Our client's transformation journey begins with defining and refining the organisational strategy and associating them with people practices. Current and future initiatives will be aligned to meet the organisation's goal and focus closely on behavioural changes required by leaders, teams and employees to complete this journey.



## Telco Subsea Services

DNeX connects people, businesses, and ideas through its Subsea and Marine Engineering Services, particularly in the telecommunications industry.

Equipped with advanced technology and expertise coupled with integrated support services for the offshore segment, we offer turnkey solutions for the design, engineering, supply, installation, and repair maintenance of marine fibre optic and power cables.

Our range of services encompass marine cable installation, maintenance and burial requirements for our customers around the world. We offer a comprehensive end-to-end solution to a wide variety of market and industries specifically telecommunications, oil and gas, renewable energy, power and scientific research.

**MAKING  
THINGS  
BETTER,  
TOGETHER**



# ENERGISING NEW POSSIBILITIES

DNeX business diversification into the energy business was successfully completed via strategic acquisitions and strong long-term ventures. Our extensive know-how, coupled with a light asset strategy, has allowed us to integrate and develop commercially sustainable energy businesses leveraging on strategic technology partnerships and alliances.

## Oilfield Services

We work to provide integrated solutions with value creation to our clients in the oilfield segment. We integrate fit-for-purpose solutions with specialised knowledge for our clients, specifically those seeking to maintain competitive edge in the energy sector's fast changing landscape.

DNeX's very own niche technology and solutions generate new possibilities in oilfield services. We have invested heavily to equip ourselves with assets, tools, equipment and facilities, so as to offer comparative oilfield solutions as that of other international service providers. For the provisions of drilling services, the maintenance of tools and Quality Assurance and Quality Control processes are crucial. We are equipped with our own facility in Kemaman Supply Base and Asian Supply Base in Labuan, both of which functions as operational support facilities in East and West Malaysia respectively.

We place emphasis on local competencies and cost efficiencies to enhance operational effectiveness. Our key technical and operational personnel are all highly specialised in their areas with cumulative oilfield industry experience spanning more than 270 years. The Malaysian Book of Records has also certified DNeX Drilling Tech and Oilfield Services Sdn Bhd as a national record holder for being the **First Self-Operated Malaysian Directional Drilling/ Measurement While Drilling/Logging While Drilling Company** to have successfully drilled wells.



## Equipment Supply & Maintenance

DNeX supplies oil and gas equipment to a diverse international clientele. Through sales, onsite installation and maintenance, our expert technicians are committed to offering on-time services so that our clients do not face interruptions to their operations.

Alongside importing and distributing the industry's technical products from renowned manufacturers around the world to the oil and gas industry, we continue to build a track record of providing services to the heavy industry sector including refining, petrochemicals, power, utilities and manufacturing.

# CORPORATE CITIZENSHIP

## Putting People First

As a company built on IT and engineering, DNeX is driven to support the nation's youth through scientific education and entrepreneurship.

As such, our corporate policies reflect and drive this belief, and emphasise the necessity of empowering and educating the young.

Our initiatives focus on utilising our expertise in Science and Technology to empower the children of today to become the leaders of tomorrow, by providing access to the resources, tools and opportunities they need to excel.

In 2016, we launched CampBijak™, under our CSR flagship programme – Bloom@DNeX, to help educate and instil a love of Mathematics and Science subjects amongst students in a fun but structured learning environment. Each camp is hosted as a two-day workshop, and sees the students immersing themselves in Science and Math themed activities and experiments conducted by experienced facilitators.

Now in its 5th year, it continues to be a supplementary syllabus programme aimed to help educate and instil a love in Mathematics and Science subjects in a structured but fun learning environment.



# NEXT FOR DNeX

## Shaping The Future Together

Since our establishment, we have paved new roads and built unparalleled pillars of strength in the IT & eServices sectors.

Our milestones through our 50-year journey, and our achievements around the region, serve as testimonies on how our approach to intelligent ICT solutions keeps us ahead of the curve. As we focus on continuing our legacy, ICT will remain at the forefront of our expertise. We will continue to invest in continuous improvements to our technological advancement, system reliability, customer services, and internal resources - all of which to ultimately extend the horizon of our businesses.

Moving forward, we see ourselves playing a more significant role in societal development, where we seek to contribute in initiatives that bring about greater and closer collaboration between governments, businesses and consumers, as well as nurturing talents of today to become leaders of tomorrow.

**DNeX. Best Then. Better Now.**





Dagang NeXchange Sdn Bhd

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