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# NEWSLETTER

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LUMINOR CAPITAL (MALAYSIA) SDN BHD



## OVERVIEW

This newsletter contains updates on our group of companies. Includes information on stakeholder management, ESG updates, employee' s welfare, events, digital presence, important meetings and discussions, employee development and training and the Group' s future focus.

# STAKEHOLDER ENGAGEMENT



New Vessel Launching Ceremony of Our Client  
Surya Nautika's Vessel - Hawa, At Strategic  
Marine, Singapore.





Interactive Play By Way Of After-work Indoor Sports Activity As A Form Of Client Engagement

## EXPLORED COLLABORATION WITH THE MALAYSIAN STATE AUTHORITIES

February,  
2022

Met with the  
Regional  
Corridor  
Development  
Authority  
(Recoda) of  
Sarawak.



March,  
2023

Met with the  
Perlis State  
Economic  
Planning  
Division.

# ESG UPDATES



*"ESG [environmental, social and governance] is no longer just about a philanthropic desire to do good and be a good corporate citizen. It heavily influences the way that investors, customers, and potential hires look at us as well".*

*Quoted from Hatem Dowidar, The Group CEO of e&*

## ENVIRONMENTAL IMPACT

**Digitized Operation** — We are gradually transitioning towards digitising operations as paper has remained a key resource consumed in our operation. We have invested into developing a comprehensive digitized end-to-end solution that supports the full lifecycle of supply chain finance across receivables and payables, offering supplier centric financing and buyer centric financing. The outcome we are looking to achieve includes: -

- Personalised user experience with account statements and transaction history are available for viewing online
- Seamless client onboarding process with application and disbursement request process conducted online
- Smart digital business card allowing sharing of contact details with a single tap
- Higher level of automation for back-end functions to support increasing transaction volume
- Improved data reliability with systematic data collection for more effective and accurate reporting to shareholders and investors





## Waste Management

The company practices recycling paper, cardboard, and plastics and regularly maintains office furniture and appliances to maximize their lifespan.



## Energy Savings

The office turned off the lights during lunch hours and has an air conditioner timer function to maximize energy savings. Transitioning to use LED light bulbs and >3\* electrical appliances such as kettles, and coffee machines.



## Reduce Carbon Footprint

We are strategically located near public transportation stations such as LRT, MRT, and KTM stations to encourage employees to maximise the utilization of public infrastructure in place, contributing to reducing the carbon footprint. The company chooses video call verifications instead of driving or flying for meetings whenever possible.



## Sustainable Financing

Financed a self-sustainable smart fertigation system company that supplies to the Federal Land Development Authority, Felda Holding Berhad. The system controls the flow of water in the irrigation system and facilitates consistent crop production. Thus, reduce waste and improve energy usage and efficiency.

**March, 2023** — In line with the goal of doing good deeds in the holy month of Ramadan, staff volunteers, prepared and distributed 400 containers of bubur lambuk to the local Muslim community located near Masjid Salahuddin Al-Ayubbi, Taman Melati, and Surau Putra Al Amin, Precint 8 Putrajaya.

The preparation of a simple meal like a bowl of bubur lumbuk teaches the meaning of gratitude and sympathy for the less able and strengthens unity as the preparation itself is done collaboratively among the community before breaking their fast.





**CORPORATE GOVERNANCE AND COMPLIANCE**

Our company is dedicated to carrying on business in accordance with the highest ethical standards and strongly objects to and prohibits all involvement in unlawful activities. The company takes the necessary steps to ensure compliance with this policy and build up our reputation as a **more reliable and resilient financial institution**.

Whistleblowing Policy	Anti-Bribery & Anti-Corruption
Employees are strongly encouraged to report any suspected, attempted, or real corruption incidents or violation of this policy via email at <a href="mailto:whistleblowing@luminorcapital.com.my">whistleblowing@luminorcapital.com.my</a> . The identity and information reported will be kept confidential unless required by law.	Following the Malaysian Anti-Corruption Commission or MACC Act sections 16, 17(a), 17(b), 18, 23 and 17A. We adopt a Zero-Tolerance policy with a top-down approach against all forms of corruption, whether directly or indirectly.
Anti-Money Laundering	Shariah Compliance
Our group is committed to advocating the Anti-Money Laundering (AML) and Counter Financing of Terrorism (CFT) policies. Employees are briefed on the unlawful activity and instrumentalities of the offence, which includes Terrorism Financing under Section 3(1) of the AMLA.	The company practices Bai' Al-Dayn Bi Al-Sila' ("BDBS") (exchange of debt/receivables with commodity) and Tawarruq (trading of Shariah compliant commodities) shariah concepts for the factoring facilities.
Data Privacy	Conflict of Interest
The group follows strict regulations following the Data Protection Act 2010 when collecting, using, storing, and processing personal data. The personal details must and will be treated utmost confidentiality.	The group requires all employees to carefully identify, manage, and avoid any situations or activities that may compromise the company, directly or indirectly.



# EMPLOYEE HEALTH AND WELLNESS

We value our employees as our **greatest asset** and team spirit is one of the most important pillars of the company. Luminor Capital (Malaysia) Sdn. Bhd. has **a sports club** to **boost energy, maintain the health, and improve the work life balance** of our employees.



**February 21st, 2023**

Members from our retained law firm Nazmi Zaini Chambers joined our employees for a badminton match.



**May 11th, 2023**

A round of recreational sport laser tag to improve chemistry between employees and develop a collaborative team spirit.

## ANNUAL TEAM BUILDING



January 6, 2023 - Conducted by a well-trained coach, the employees experienced outdoor adventure activities at Skytrex, Melaka, with a view of the tropical Malaysian rainforest and some fun time in the water. An extreme course that motivated the employees to rely on each other, play to their strengths, and mitigate any weaknesses.





**EMPLOYEE'S BIRTHDAYS****March, 2023**

Keeping it light and casual, celebrate the employees birthday with the whole office with a birthday cake. Employees felt appreciated and valued.

*Together we beat the flu season*

The influenza virus has been rampant, and many have contracted it. The group decides to subsidise the influenza vaccination at iHEAL Medical Centre to prevent this seasonal influenza.





# TRAINING AND DEVELOPMENT

The Company believes that to be successful they need to utilize the skills and abilities of all employees.

## El Nuwr' s Forum #01

March, 13th, 2023 – Cross-functions discussion between the front office team (client coverage) and the back office team (risk and credit).



## Shariah Compliance Training

**March, 16th, 2023** - A training course on the underlying principles and concepts of Bai' al-Dayn Bi al-Sila and Murabahah via Tawarruq, facilitated by our panel shariah consultant, the Isra Consultancy team.



NEWSLETTER

DEC 2022 - MAY 2023

**OPPORTUNITY TO BECOME A CAPITAL MARKETS  
SERVICES REPRESENTATIVE LICENSE (CMRSL)  
HOLDER UNDER LUMINOR CAPITAL MARKETS SDN.  
BHD.(LCM)**

**BENEFITS OF BECOMING A CMRSL HOLDER**

**UPSKILLING &  
CAREER GROWTHS**



Opportunities to increase technical skillsets in areas of corporate finance and participate in corporate finance advisory.

**EMPLOYEE RECOGNITION**



Successful applicants will be recognized by management in their performance review.

**REIMBURSEMENT OF COST**



Successful applicants will receive reimbursement for the costs of sitting the examinations (one-time sitting only) and study materials.

**FINANCIAL INCENTIVE**

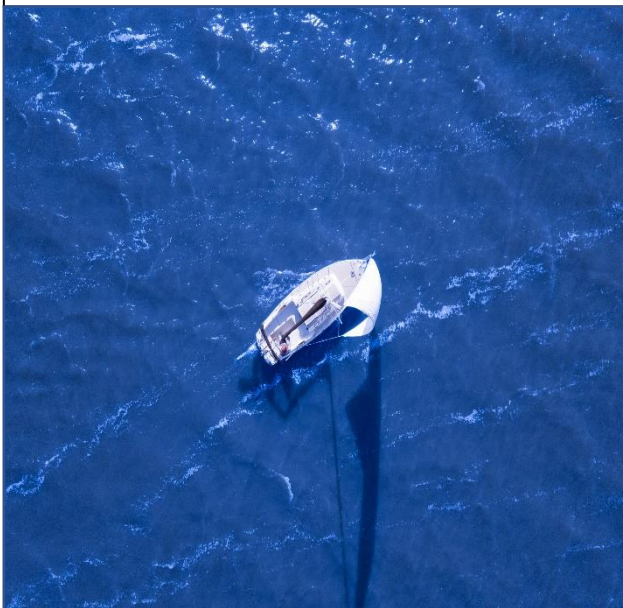


Successful applicants that have been registered as CMSRM holders under LCM shall receive an incentive in the form of a signing on fee of RM1,000.00.



**PERFORMANCE REVIEW****Promotion**

Promotion to a higher level will take place whenever a vacancy or new position becomes available. Internal promotion will be given priority if there is any suitable employee in the Company or recruit a person from external sources.

**Annual increment & Performance Review**

Employee's salaries and performance is subject to review periodically on a semi-annual and annual basis, depending on the Company and individual performance at the discretion of the Management.

**Performance Bonus**

The payment of bonuses may be made to the confirmed employees at the end of each calendar year, depending on the Company and individual performance at the discretion of the Management.



# OUR PARTNERS AND ADVISORS



Approved by Ministry of Finance (Malaysia) as one of ~30 financial institutions with access to e-Perolehan, Malaysia's e-procurement system.



Member of the Malaysian Factors Association since 2022.



Oracle Banking Supply Chain Finance (OBSCF) is a comprehensive digitized end-to-end solution that supports the full lifecycle of supply chain finance across receivables and payables.



All financial solutions offered are Shariah compliant with annual certification by Shariah adviser licensed under the Malaysian Securities Commission.



Our Group's financial statements are audited by Baker Tilly International, one of the Top Ten accountancy and business advisory network.



**PUBLIC BANK**



Signed a memorandum of understanding (MoU) with Telekom Malaysia (TM) to embark on TM's Vendor Financing Programme called "PERINTIS".



**NAZMI  
ZAINI  
CHAMBERS**

ADVOCATES & SOLICITORS | CORPORATE SECRETARY



Adnan Sundra & Low

**TIONG &  
ASSOCIATES  
LAW FIRM**

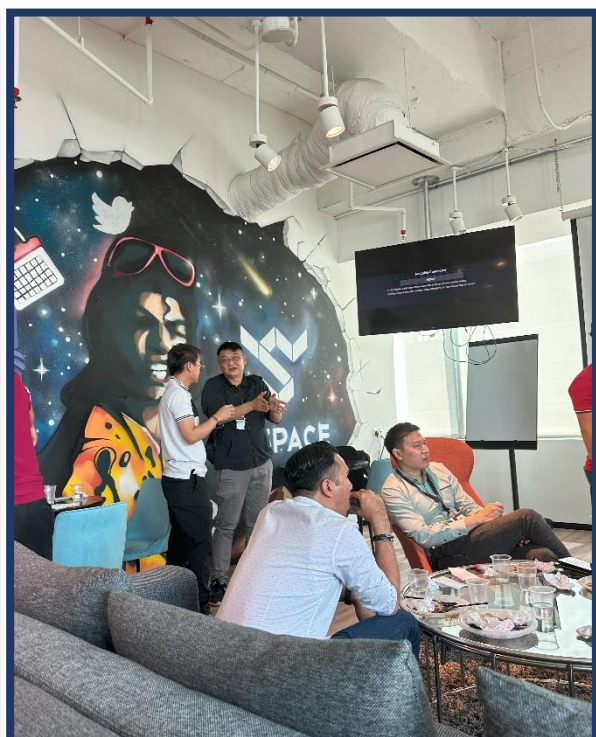


# EVENTS

December, 23, 2022

## Christmas and New Year

Employees bonded over food, drinks, games of FIFA, and gift exchanges.







**January, 19, 2023**

**Chinese New Year**

To celebrate the Chinese New Year, we gathered for lunch at Amber Chinese Muslim Restaurant for an Authentic Northwest's Traditional Muslim dining experience and tossing our way to the new year with Yee Sang.



***MALAYSIA DIGITAL DIALOGUE (JOHOR SERIES)***

Invited to participate in the Malaysia Digital Economic Corporation (MDEC) roadshow around Malaysia. At the Johor series, we exchange information on the access to alternative financing and meet other government agencies like IRDA.





**EID MUBARAK CELEBRATION****Luminor Capital (Malaysia) Sdn Bhd and El Nuwr  
celebrate Hari Raya Aidilfitri**

The group organized Hari Raya Aidilfitri on 12 May 2023 at The Oak Room, Nexus, Bangsar South with a total of 300 guests. A memorable day graced by the presence of our valued clients, advisors, partners, prospects, staff, government representatives, and other distinguished guests. Adding to the excitement of the day, a customized backdrop, a photobooth, and trays of cigars were offered to the guests.

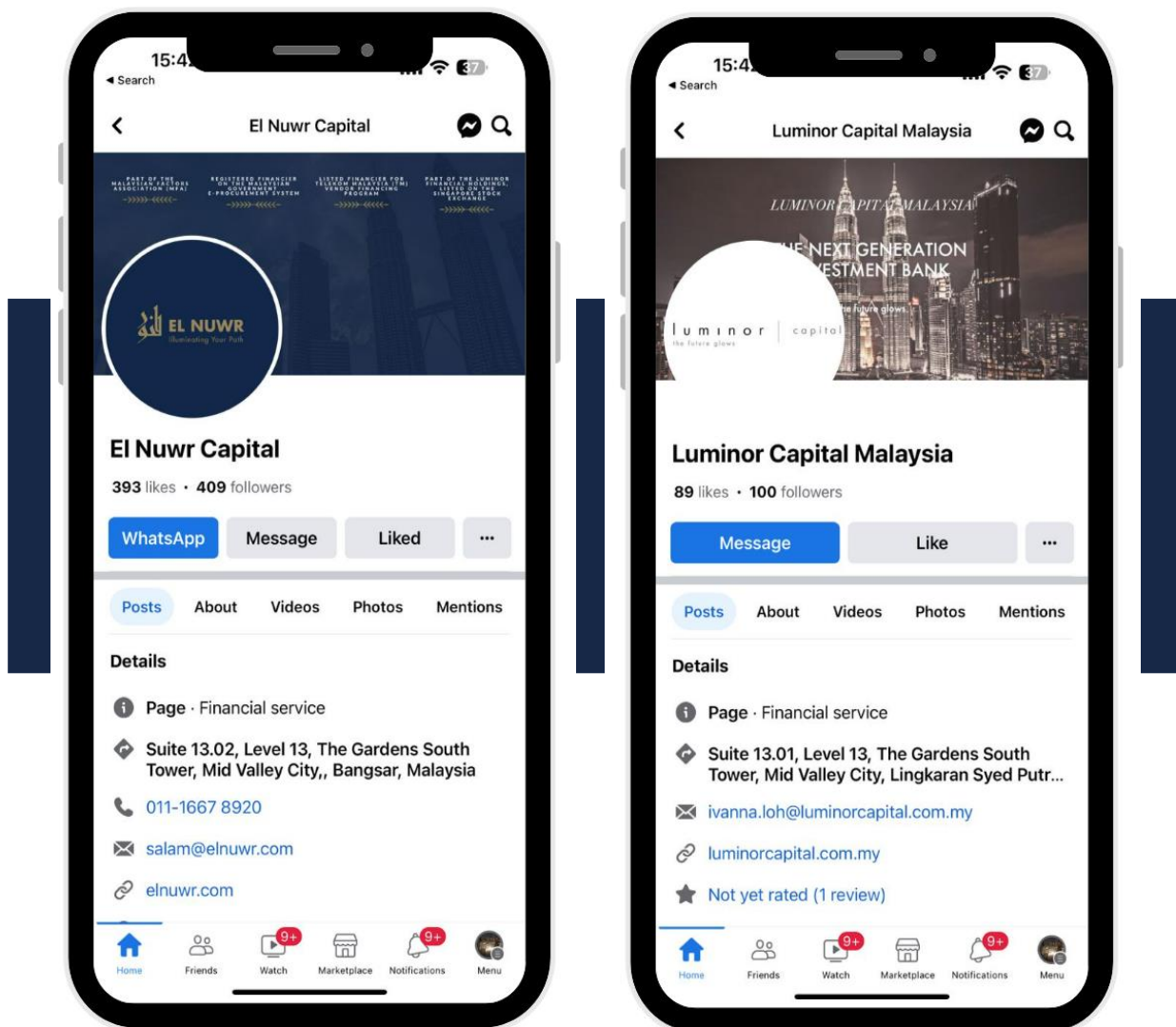






# DIGITAL PRESENCE

Adding to our effort to **generate engagement** with clients, we have presences on LinkedIn, Facebook, and Instagram, as well as company websites. The digital presence gives us the **opportunity to set the narrative** of who we are as a brand.



## COMPANY BRANDING

illuminating your path

In keeping with our tagline "Illuminating Your Path", serve as a guiding light to further illuminate the business future for greater prosperity and success.



# CLIENT SUCCESS STORIES

Together, we have successfully supported SMEs that provide goods and services to various **government ministries** and **state agencies**, **government-linked companies**, and **multi-national corporations**.



## CLIENT SUCCESS STORY

### Supply


**Contract Awardee**  
Ministry of Education

**Contract Value**  
RM 3,684,000



*"Incredible things in the business world  
are never made by a single person,  
but by a team"*

*Quoted from Steve Jobs*





**CLIENT  
SUCCESS  
STORY**

**Supply**

**Contract Awardee**  
Royal Malaysia Police

**Contract Value**  
RM 126,671.10

 **EL NUWR**  
Illuminating Your Path




**CLIENT  
SUCCESS  
STORY**

**Supply and  
Rental  
Equipment**

**Contract Awardee**  
MDC Oil & Gas

**Contract Value**  
RM 15,100,000

 **EL NUWR**  
Illuminating Your Path




**CLIENT  
SUCCESS  
STORY**

**Supply**

**Contract Awardee**  
Telekom Malaysia

**Contract Value**  
RM 5,259,217.36

 **EL NUWR**  
Illuminating Your Path




**CLIENT  
SUCCESS  
STORY**

**Supply**

**Contract Awardee**  
Panasonic Malaysia

**Contract Value**  
RM 28,800,000

 **EL NUWR**  
Illuminating Your Path

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# OUR GROUP

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LUMINOR  
FINANCIAL

THE FUTURE GLOWS

Luminor Financial Holdings Limited is a financial solutions business that aims to provide innovative financing solutions to SMEs across the region. The Group first started out as a Singaporean-owned and managed property developer for residential and commercial properties in China and Singapore. The Group has since diversified and shifted its focus to the Financial Solutions Business in Malaysia and Singapore in 2019.

For more information:

<https://www.luminorfinancialholdings.com/>

l u m i n o r | c a p i t a l

Headquartered in Kuala Lumpur, Malaysia, Luminor Capital (Malaysia) Sdn Bhd is a holding company of Luminor Capital Market, Luminor Credit, and El Nuwr, also known as SA Puncak Managements Sdn. Bhd. We a growing independent financial services group offering a suite of innovative bespoke financial solutions, Trade Financing, Secured Lending, Consumer Lending, Corporate Finance Advisory, Invoice Factoring, and Supply Chain Financing.

For more information:

<https://www.luminorcapital.com.my/>





El Nuwr also known as (SA Puncak Management Sdn. Bhd.) (“SAPM”) is a factoring company that offers Shariah compliant financial products. SAPM is a subsidiary company of Luminor Capital (Malaysia) Sdn.Bhd. (“LCMSB”) and is a part of the Luminor Financial Group. SAPM is one of the factoring companies authorised by the Ministry of Finance Malaysia to finance government as well as private contractors. SAPM aims to provide financial support and consultation in the areas within its ambit, targeting small and medium enterprises (SMEs).

For more information:

<https://www.elnuwr.com/>



Capital Markets Services License Issued by Securities Commission Malaysia to provide comprehensive financial advice and execution expertise, encompassing mergers, acquisitions, divestitures, capital raising, project finance, privatisations, and public private partnership services to corporates.



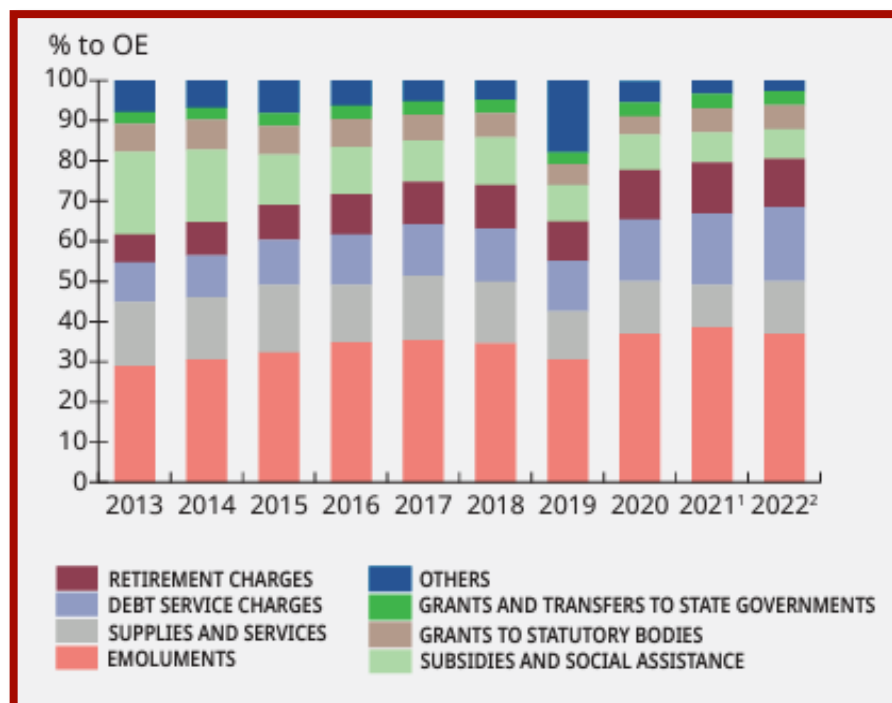
Moneylending License issued by Ministry of Local Government Development Malaysia to offer secured lending, allowing business owners to unlock the value of their residential or commercial properties/assets, channelling the additional cash flow to their business.



# OUR FOCUS

We expect **steady organic growth** of our **Malaysian business**. Since 2020, revenue for the financial solutions business has been **increasing** at a CAGR of 25.74%

RM32 billion allocated to supplies and services for 2023.



**Figure 2: Allocation of Operating Expenditure, Malaysia**

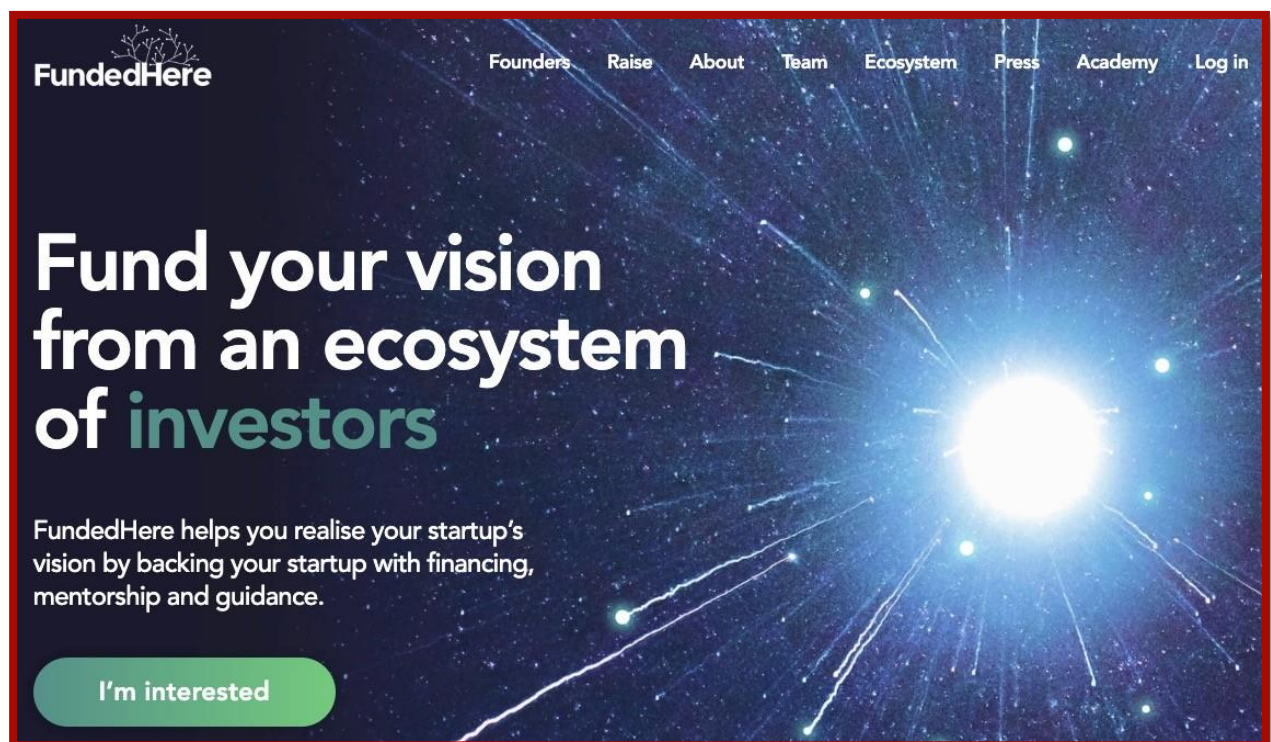
Figure 2 taken from  
<https://budget.mof.gov.my/pdf/2022/revenue/section3.pdf>



## THE GROUP HAS IDENTIFIED A FEW WAYS TO EXPAND:

- 1) We will enter the **e-Commerce space** with invoice and inventory financing.
- 2) We will focus on **growing FundedHere** in Singapore.

FundedHere is an equity and debt crowdfunding peer-to-peer (P2P) platform headquartered in Singapore. A development of fee-based revenue streams vs current balance sheet lending. The Group recently completed our acquisition of 58.41%



### 3) We will look to Southeast Asia for regional expansion

We have taken the first step into Indonesia through an investment. We were the lead Investor for US\$1.75m funding round for the AdiWisista Group. We will continue to explore opportunities to enter new markets.

**danai.id** Login TKB90=99.10%

## Download Aplikasi Danai.id

Memberikan kemudahan dalam pendanaan, transaksi, dan kelola portofolio kapanpun dan di manapun.

TEMUKAN DI Google Play Download di App Store

### Daftar Pinjaman

Fasilitas Pinjaman Karyawan Kredit Modal Usaha Pendanaan Perusahaan Mitra