



ASIA  
PACIFIC



# Paques Asia Pacific Sdn Bhd



Date: 16.10.2020

Place: Kuala Lumpur , Malaysia

Author: Robert van As

revitalizing resources





# Global leadership in biological wastewater & gas treatment

A FAMILY owned business founded in 1960,  
20% shares owned by S. Klatten 

>60  
COUNTRIES  
WORLDWIDE

>460  
EMPLOYEES

> 2500  
WORLDWIDE  
REFERENCES

revitalizing resources



a worldwide presence through a network of regional offices and partners

*think global, act local*

Doing Business in Malaysia, webinar 16-10-2020





ASIA  
PACIFIC



# Environmental Pollution



**Polluted water ...**



**... by industrial discharge**

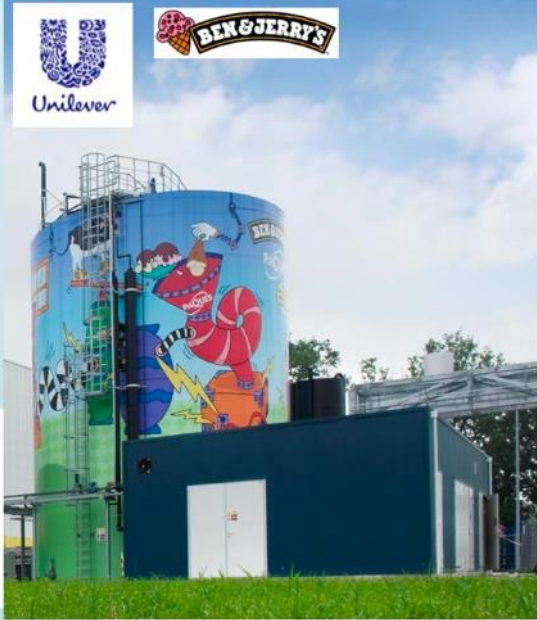
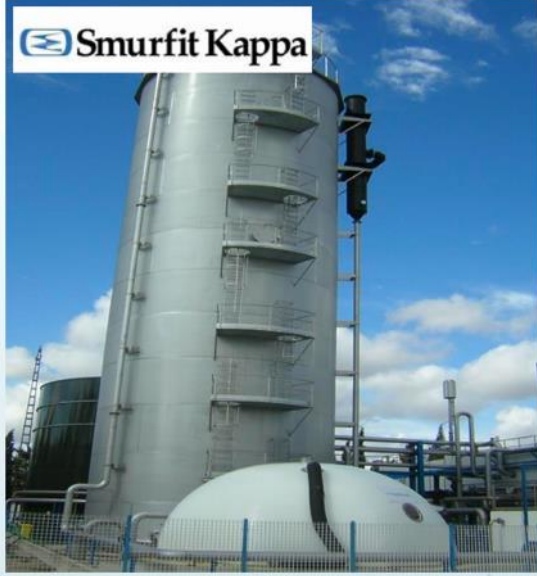


**... and air pollution**

revitalizing resources









ASIA  
PACIFIC



BIOPAQ®  
UASB  
(1981)



BIOPAQ®  
UBOX  
(2003)



BIOPAQ®  
IC  
(1987)



BIOPAQ®  
ANAMMOX®  
(2002)

BIOPAQ®  
THE CHUNKINATOR  
(2014)



BIOPAQ®  
ICX  
(2015)

we have  
invented  
practically  
everything  
that we sell

## Multiple industries

including

FOOD



OIL & GAS



PAPER



BEER



DAIRY



CHEMICAL



PHARMA



revitalizing resources







# Paques Asia Pacific in Kuala Lumpur a local hub for the APAC region

- “Think Global , Act local”
- Company registered in 2015
- Production facility opened in Chennai in 2015
- To serve the Malaysian and Asean Market
- To grow Paques market share in Malaysia and Asean



# Paques Asia Pacific production by: Paques India , Chennai factory



revitalizing resources





# Why Malaysia / Kuala Lumpur

- Kuala Lumpur has a very inspiring business environment
  - High class facilities such as offices and other service and hospitality oriented industries
- Good pool of young , eager and well educated employees who can speak various languages such as:
  - Malay ,English, Mandarin , Cantonees , Tamil , Bahasa Indonesia , etc etc
- Very diverse ethnic community, different cultures and religions
- Support by relevant ministries and fiscal incentives ( Bionexus )





# Why Malaysia / Kuala Lumpur

- Malaysia / Kuala Lumpur very affordable compared to Singapore
- Centrally positioned in the region
- Good airlines flying to many destinations in the region
- Good logistics and road network
- Growing GNP and population
- Good investment climate for Industries we serve



# Why Malaysia / Kuala Lumpur

- Increasingly tighter environmental control and enforcement in Malaysia
- Goal to capture all CO<sub>2</sub> from the approx 1600 Palmoil Mills by 2020 ( AIM )
- Growing environmental awareness with the understanding to clean up the environmental act



# Market Challenges in Malaysia

- Demanding market environment
  - Information : quick , complete and detailed
- Local and regional competition
  - Getting better are fast and aggressive
  - > 80 water engineering companies
  - Competition mainly from China , Korea en Japan
- Very price competitive !



# Markets in Malaysia

- Pulp & Paper Industry
- Dairy Industry



- Palm Oil Mills



# Markets in Malaysia

- Beer and Beverage Industry
- Petrochemical Industry
- Gas Industry





# References & Projects in Malaysia

Petrochem

PTA

Teranganu BP

Beverage

Operational assistance and biomass  
Coca Cola Bandar Enstek

Palm Oil

POME Treatment

Pahang

Gas

Gas desulpharisation ( Paquell )

Port Dickson / Petron

Biogas

Biogas desulpharisation

Paques involved in cleaning up the polluted rives in Johor ( Sungai Tubrai & Sungai Skudai )

revitalizing resources



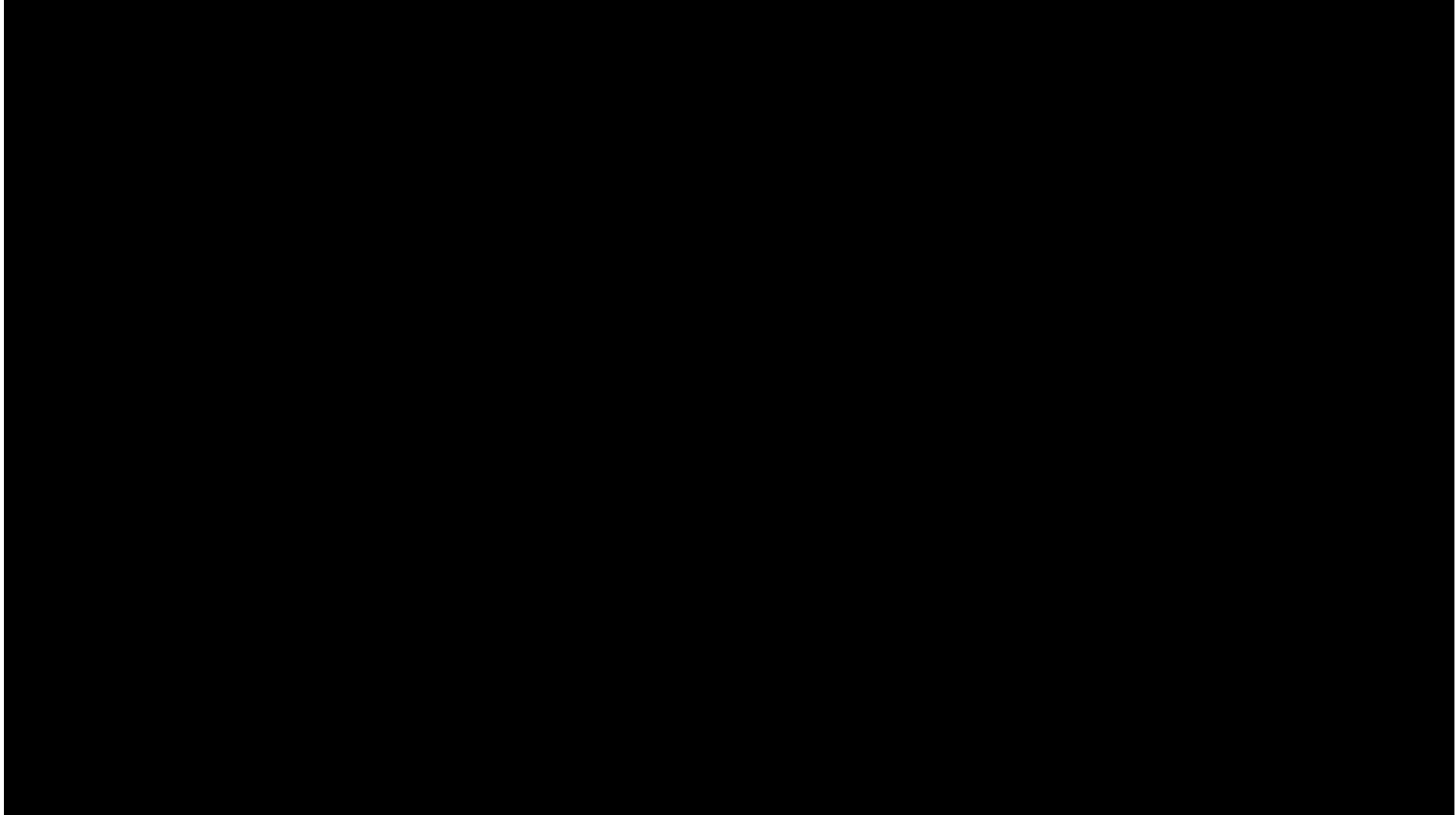




# Example project Paques – IHI for POME (video)



ASIA  
PACIFIC



revitalizing resources





# PAQUES

Thank you for  
your valuable time



revitalizing resources