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JLand Group Sdn Bhd and Zaquin Resources Form Strategic Partnership to Enhance Waste Management Solutions

Johor Bahru, 16 July 2024 – JLand Group Sdn Bhd (JLG) via its majority-owned subsidiary, Damansara Holdings Berhad (DBhd), together with Zaquin Resources Sdn Bhd (Zaquin), a leading waste and environmental services company, have formalised a joint venture (JV) aimed at enhancing current waste management practices nationwide. JLG is a wholly owned subsidiary of Johor Corporation (JCorp) with businesses in real estate development, asset lifecycle management, real estate investment, and infrastructure and utilities.

The JV company, JLG Zaquin Sdn Bhd (JLGZ), will be majority owned by DBhd at 51%, whilst Zaquin and Dato' Avinderjit Singh will hold 27% and 22% shares respectively.

This JV will pioneer smart waste management solutions by leveraging technology and data to enhance efficiency and sustainability within the waste industry. JLGZ will initially focus its services in Johor, with plans for expansion to other states in the near future.

The signing ceremony for the partnership was inked by Datuk Sr Akmal Ahmad, Director, Real Estate & Infrastructure Division, JCorp, Deputy Chairman, JLG & Group Executive Chairman, Damansara Holdings Berhad, Ahmad Tarmimi, Managing Director of Zaquin, witnessed by YB Dato' Haji Mohd Jafni Md Shukor, Chairman of Johor State Housing and Local Government Committee

Zaquin, an established player in the waste industry since 2004, will be bringing its operational expertise and technological knowledge to the JV. Zaquin's Smart Deep Collection System (SDCS) together with the integrated smart IoT sensor, is the first of its kind in Malaysia. Building on the smart waste contracts previously secured by Zaquin in Johor, the JV will be able to expand and accelerate the adoption of this cutting-edge solution to the entire state and eventually nationwide.

JLGZ's business methodologies are aligned with UNSDG Agenda 12 on Responsible Consumption and Production. By utilising advanced technologies such as IoT sensors, data analytics, and AI, JLGZ not only optimises waste management processes but also champions sustainability. These smart innovations enable us to improve efficiency, reduce environmental impact, minimise waste generation, enhance resource recovery, and promote a circular economy, ensuring that our operations contribute to a healthier planet for future generations.

Elaborating on this milestone, Datuk Sr Akmal Ahmad said, "This collaboration with Zaquin is expected to open up exciting business prospects for us, not just in smart waste collection, but in other parts of the waste industry ecosystem as we strengthen our real estate asset lifecycle management service offerings. It will also position all partners in this JV as responsible stewards of the environment and leaders in sustainable waste solutions, aligning with the government's goal to achieve net zero emissions by 2050."

Ahmad Tarmimi highlighted that on Zaquin's behalf, the company has conducted extensive research and development (R&D) over the past few years to create a smart waste system tailored to local needs and the environment, thus making this JV a significant step towards transforming the waste management landscape throughout Malaysia. "We are proud to be part of this groundbreaking collaboration with JLG and we look forward to a smarter, cleaner and greener environment with such implementation in place."

Meanwhile Dato' Haji Mohd Jafni Md Shukor said that with this collaboration, the state government is proud to have Johor as the pioneer for smart waste management in Malaysia. "This initiative exemplifies our commitment to forward-thinking solutions that prioritise sustainability and efficiency. By harnessing technology and innovative practices, Johor is leading the way in transforming waste management into a smarter, more sustainable process that benefits both our environment and our communities."

Statistically, based on the Malaysia Smart Waste Management Market (2020-2036) report by Research Nester LLC ("Research Nester"), the Malaysian smart waste management market grew from USD\$71.9m in 2020 to USD\$106.8m in 2023 (CAGR: 16.64%). This growth is driven by increasing urbanisation and industrialisation, driving demand for cost-effective solutions that JLGZ aims to innovate to meet evolving market needs.

Government efforts to establish efficient waste management systems are further bolstering market dynamics. JLGZ anticipates close collaboration with federal and state governments, as well as local councils, to initiate smart and sustainable waste management. These efforts aim to enhance efficiency, mitigate pollution, maintain environmental cleanliness, and foster job creation to boost the local economy.

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