



Blenheim Capital

Blenheim Capital Malaysia Sdn. Bhd

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www.blenheimcapital.net

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Malaysian Ministry of Defence and Blenheim Capital Malaysia sign agreement for 3 year program

Blenheim Capital Malaysia Sdn Bhd, a joint venture between Masterplan Consulting Sdn Bhd and Blenheim Capital Overseas Malaysia, today signed an agreement with the Government of Malaysia, represented by the Ministry of Defence ("MINDEF"), in the presence of His Excellency Dato Seri Dr Ahmed Zahid Hamidi.

Blenheim Capital will provide 3 years of capacity development services for the Ministry's Procurement and Defence Industries Divisions by way of back-office planning and support, and a structured economic enhancement training curriculum. These services will include supporting MINDEF on strategic federal initiatives such as the Malaysian Defence & Security Technology Park (MDSTP) and procurement financing.

The multi-million ringgit agreement will not draw upon the Ministry's budget but is itself an offset solution for existing and/or future contracts with suppliers of defence goods and services.

The agreement was signed by the Chairman of Blenheim Capital Malaysia, Dato Faris Al-Hilmi and MINDEF's Secretary General, Datuk Dr Haji Ismail Bin Haji Ahmad. Blenheim Capital UK was represented by its CEO, Grant Rogan and COO, Charles Burr, and Masterplan was represented by its COO, Khairul Nizam Mohd Sayuti.

Grant Rogan, CEO of Blenheim Capital said:

"This agreement marks a major strategic milestone for Blenheim Capital and Malaysia's ambitions to become a significant participant in the regional and international defence market.

We are honoured to become an integral part of the wider Malaysian Defence and Security infrastructure and look forward to supporting the Ministry of Defence represented by HE the Minister Dato Seri Dr. Ahmed Zahid Hamidi and his team and its Procurement and Defence Industries Divisions.

We look forward to making Malaysia our home in the ASEAN region and supporting the Government of Malaysia's wider aspirations as set forth by HE the Prime Minister of Malaysia (who served for 14 years as Minister of Defence) and other key stakeholders and national champions such as MIGHT (Malaysian Industry-Government Group for High Technology) in ensuring an economically strong Malaysia, a secure Malaysia."

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Notes for Editors

Blenheim Capital (www.blenheimcapital.net)

Blenheim Capital Malaysia Sdn. Bhd (Blenheim Capital Malaysia), a joint venture between Blenheim Capital Overseas Malaysia Snd Bhd (49%) (a wholly owned Blenheim Group company) and Masterplan Consulting Snd Bhd (51%).



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Established in 2006, Blenheim Capital is a provider of offset advisory, transaction and consulting services to governments and corporations around the world. Blenheim's core activities include structured finance offset solutions, structured procurement financing, technology development and government & corporate consultancy services in relation to national offset and procurement programmes.

Blenheim Capital works with its clients to originate; source and structure financing packages that bring economic benefit to strategically important government approved projects through the use of offset liability based funding. In return for funding such projects Blenheim Capital's corporate clients receive credit against offset obligations incurred during major national procurement programmes.

By working with governments and the corporations from which they procure, Blenheim Capital has been able to bring crucial low cost and early stage funding to projects that develop, support and enhance strategic national objectives. In addition, by providing certainty around offset obligation costs to equipment manufacturers and service providers it is able to enhance the efficiency of the procurement related offset model.

To date Blenheim Capital has acted on projects relating to more than \$12bn of offset obligations and has invested more than \$50m of its own capital in its projects.

Blenheim is headquartered in Guernsey with its primary services and support functions in London. In addition, Blenheim operates liaison offices in Washington DC, Abu Dhabi and Kuala Lumpur.

Blenheim Capital Services Limited is authorised and regulated by the UK Financial Services Authority. Blenheim Capital Partners Limited is registered with the Guernsey Financial Services Commission as a non-regulated Financial Services Business. In addition, the Blenheim Group of companies is registered with the US Department of State under the International Traffic in Arms Regulations (ITAR) regime, and Blenheim Capital Partners Limited and Blenheim Capital Services Limited are registered with the UK Export Control Organisation. Blenheim Capital Partners Limited has also completed a TRACE background review and is a member in good standing.

For further information please visit www.blenheimcapital.net

Masterplan Consulting Sdn

Masterplan Consulting Sdn Bhd (Masterplan) was established fifteen years ago and is one of the leading Security and Defence companies in Malaysia. Headquartered at Taman Melawati, Kuala Lumpur, Masterplan has an authorised and paid-up capital of Ringgit Malaysia (RM) five million.

In addition to working in the Security and Defence industry, Masterplan seeks to expand its knowledge and capability in other industries such as telecommunication, agriculture, information technology and property development. From 2005 to 2009 Masterplan's revenues increased from RM8.8 million to RM 107 million.