

News Release
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EKUINAS ROLLS-OUT CAPACITY BUILDING TO STRENGTHEN AND SCALE BUMIPUTERA COMPANIES FOR INVESTMENT READINESS

Kopi Hang Tuah Appointed as the First Company

Key Highlights: -

- Ekuinas launches Capacity Building, a dedicated programme focused on **lower mid-market** Bumiputera companies to strengthen business fundamentals, unlock growth potential and prepare to access capital.
- **Kopi Hang Tuah, a heritage Malaysian coffee manufacturer** established in 1955, selected as the first company under the programme.
- The programme underscores Ekuinas' continued commitment to advancing sustainable Bumiputera economic participation in alignment with national economic priorities.

KUALA LUMPUR, 28 April 2026: Ekuiti Nasional Berhad (Ekuinas) today announced the launch of Capacity Building, an accelerator programme focused on strengthening critical business fundamentals of high potential lower mid-market Bumiputera companies. The programme is designed to fast-track development of companies towards becoming more economically competitive, resilient and investment-ready through a value creation model.

Capacity Building marks the third vertical in Ekuinas' multi-asset strategy, complementing its existing private equity and private credit portfolios. The in-house programme will select up to three companies a year. Participating companies must meet stringent criteria, including an annual revenue ranging between RM15 million and RM50 million, and a demonstrated operating track record.

Aliff Omar Mohamad Omar, Chief Executive Officer of Ekuinas, said, "Malaysia has a deep pool of lower mid-market companies with strong potential, but many face

structural constraints, from operational bottlenecks to gaps in governance and execution capabilities that hinder their ability to scale. Capacity Building reflects our commitment to addressing these gaps in a structured and meaningful way. As Ekuinas' third strategic vertical, the programme is anchored on strengthening leadership and facilitating access to capital, supported by a focused set of value creation levers designed to enhance operational resilience and growth readiness. Our goal is to make participating companies investment-ready, enabling them to unlock new capital and scale into new markets.”

Kopi Hang Tuah is the first company to be selected for the programme. Founded in 1955, the Company is a family-owned Malaysian coffee manufacturer with a long-standing heritage in traditional coffee production.

Aliff Omar added, “Malaysia’s coffee segment continues to show resilient growth, underpinned by strong demand for affordable and convenient products. Against this backdrop, Kopi Hang Tuah stands out as a heritage brand with a proven track record, a distinctive product offering, and a solid talent base. Its preservation of traditional coffee bean roasting methods gives it an authenticity that resonates strongly with consumers.

“Through our Capacity Building programme, we see a clear opportunity to scale the business sustainably—strengthening operations, expanding market reach, and unlocking its next phase of growth and pool of capital.”

Kopi Hang Tuah operates primarily through a business-to-business distribution model and has established a strong presence across modern trade channels nationwide, supported by multiple regional distribution centres. Its core product offerings, particularly in the traditional kopi-O segment, have built a loyal customer base since its start.

Mohd Shahrizal Bin Zaal, Chief Executive Officer of Kopi Hang Tuah, said, “Built on decades of heritage and a proven track record in delivering authentic kopi, Kopi Hang Tuah has established a strong foundation with a loyal customer base and consistent performance. Our partnership with Ekuinas marks a pivotal inflection point, as we accelerate our transformation into a more scalable, future-ready business.

“With Ekuinas’ expertise in value creation and disciplined growth, we are focused on strengthening our operational capabilities, enhancing talent and product innovation, and expanding our market reach, while preserving the quality and authenticity our brand is known for. Ultimately, this will position us to become investment-ready, unlock access to new capital and opportunities as we enter our next phase of growth.”

Kopi Hang Tuah has built a stable operating platform anchored by its core product segments, which are the main contributors to its revenue. The Company’s consistent performance over time reflects the underlying resilience in its business model, supported by steady demand within its segment and established operational capabilities.

Ekuinas’ Capacity Building is anchored on value creation encompassing comprehensive business review covering six fundamental areas – strategy, financial, people, sales and marketing, operations, and regulatory and compliance over a three-year period. There will be close collaboration with management and targeted interventions to improve operational discipline, organisational effectiveness and leadership, complemented by investor enablement initiatives to strengthen investment readiness and access to capital.

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About Ekuiti Nasional Berhad

Ekuiti Nasional Berhad (Ekuinas) is a government-linked private equity company that aims to create Malaysia’s next generation of leading companies whilst promoting equitable and sustainable Bumiputera wealth creation and economic participation. The Company’s primary objective is to deliver financial value on its investments to ensure its social objective is achieved in a sustainable manner. To date, Ekuinas has undertaken 72 investments, out of which 49 are direct investments and 23 made through Outsourced Fund Managers. Key target sectors include education, fast moving consumer goods, oil and gas, retail, healthcare, and manufacturing. Ekuinas was shortlisted as one of the Top 3 Southeast Asian Firms of the Year by the Private Equity International (PEI) Awards for the year 2018 and 2019.

Issued on behalf of Ekuiti Nasional Berhad

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