



Press Release Malaysia Drone Technology Cooperative Limited (MDTCL) Launch

REGISTER NOW DRONE & AI
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- Highly recommended for 18 to 65 age individual.
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- Funded Technology from KTMB
- Referral of EDO+ world's unique Drone & AI R&D Partnership for startup.

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Certificate

SPEAKERS ARE FROM WORLD'S LARGEST DRONE COMPANY'S INDUSTRY LEADERS

HILSE DRONE **KTMB** **MTUN** **EDU** **REALITY**

MUST REGISTER TO ATTEND THE TALK SHOW
www.hilseidrone.com, drone-edo.com

1st SEPTEMBER 2024 (SUNDAY)
8:00AM - 12:45PM **MELAKA**

Sponsored by **HILSE Drone**
Referenced by **MSDCAD** (Ministry Senior Director of Commerce & Industry)
Referenced by **MSDCAD** (Ministry Senior Director of Commerce & Industry)
Once joined community group gathering, certificate automatically

+6013 6577889 -0116 2781771 -0137 082825 | info@vdoed.org
www.hilseidrone.com

Contact us for more information

- Through Consultants who have communicated with you
- WA Your Info & Queries & Phone **+6 013 657 7889**
- Email your info to info@vdoed.org
- Visit the website www.ktmb.my

(Your info including Full Name as in NRIC/PPN, City, Nationality, Email, Inquiry Question and who is the referer or where did you get this information on social media, etc.)

Disclaimer

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The proposal is based on current regulations and guidelines, which may change over time. We do not guarantee the accuracy of the information provided. The information is provided for informational purposes only and does not constitute an offer of any financial product. The actual results may vary from the information provided.

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KOPERASI TEKNOLOGI DRON MALAYSIA BERHAD
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MALAYSIA DRONE TECHNOLOGY COOPERATIVE LIMITED

SUSTAINABLE CASH FLOW GROWTH
DRONE INDUSTRY ECOSYSTEM COMMUNITY

VISION
To become the leading drone ecosystem in Malaysia

MISSION
To provide a platform for drone industry players to collaborate and grow together

COLLECTIVE
To create a strong and vibrant drone ecosystem in Malaysia

MEMBERSHIP OPERATOR REGISTRATION
Drone & Entrepreneurs

REFER INDUSTRY CLIENTS & PROJECTS

18 10 9 6 369 8

Let's go together

+603 631 1830 | info@ktdmb.my

About KTOMB DRONE COOPERATIVE

- Technology Experts
- Business Entrepreneurs
- S&M Regulation Apply
- Member of MDEC
- Member of MTRAC
- Ready project to be deliver

Drone Industry Challenges
A lack of accelerator/early stage fund for Drone Business Startups, resulting in a need. (based on feedback from startup founders in Drone Ecosystem MDECET community)

Membership & Share Subscription
Membership RM200.00
Subscription starts from RM1,000.00
Dividend starts with 10% and forecasted to increase 8% yearly

Why must you invest into KTOMB?

KCP already investing in Malaysian Drone Businesses
Big name VCs Investing in Malaysian Drone Businesses

Early Stage funding pool with 100% of individual members' (100% funded) equity investing MDECET incubators in many, young to mid-stage startups including Drone & Technology Companies

U.S., S.A. and 5 Year Low-Risk Project

1st Year	2nd Year	3rd Year	4th Year	5th Year
100 shares for 1000 shares	1000 shares for 10000 shares	10000 shares for 100000 shares	100000 shares for 1000000 shares	1000000 shares for 10000000 shares

Supported by: MDEC, MTRAC, MDECET, MDECET, MDECET



KTOMB Share

- Fast track growth of portfolio companies
- Top on KTOMB's domain expertise, relevant networks and market access
- Equity investments in pre-seed & seed stages
- Project Angelium
- Ticket size for startups RM50,000.00
- Geographical focus Malaysia
- Issued debt flow from KTOMB, Bank Negara & Axiata

We Know Drone Industry Ecosystem

Technology Partner: HILSE DRONE, Axiata, MDECET, MDECET

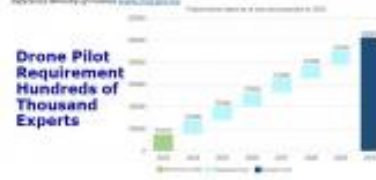
Member of MTRAC: MTRAC

Member of MDECET: MDECET

Supporting Partner of: MTUN & SUTA TURBINE

Malaysia Drone Market Size

BANGI, 13 Feb (Bernama) – The drone industry in Malaysia is expected to reach a market value of up to RM12.13 Billion or 4.3% of the global market share this year, Deputy Finance Minister I Datuk Seri Ahmad Maslan said.



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Press Release Malaysia Drone Technology Cooperative Limited (MDTCL)

FOR IMMEDIATE RELEASE

CYBERJAYA, SELANGOR, MALAYSIA — August 9, 2024 — Malaysia’s drone technology sector is soaring to new heights with the official launch of the **Malaysia Drone Technology Cooperative Limited (MDTCL)** on April 24, 2024. As an organisation dedicated to advancing drone technology. This cooperative represents a collaborative effort among industry leaders, government agencies, and research institutions to drive innovation, safety, and economic growth in the drone industry.

Malaysia Drone Technology Cooperative Limited (MDTCL) is the world’s first drone cooperative. It’s commendable that MDTCL is actively contributing to the advancement of drone technology in Malaysia and Southeast Asia.

About MDTCL

Impressive achievement! **Malaysia Drone Technology Cooperative Limited (MDTCL)**, founded by Mr. Elanggovan Thanggavilo and a team of 10 drone entrepreneurs, has made significant strides in advancing drone technology. The collaborative effort and vision behind MDTCL are commendable. Here's to continued success and innovation in the drone industry!

Fostering Sustainable Growth Including Cash Flow in the Drone Industry Ecosystem

Fostering sustainable growth in the drone industry ecosystem involves several key considerations, including managing cash flow effectively. Let's explore some strategies:

1. Diversify Revenue Streams:

- Relying solely on one type of service or product can be risky. Consider diversifying your offerings. For instance, if you provide drone services for agriculture, explore opportunities in surveillance, mapping, or infrastructure inspection.

2. Cash Flow Management:

- Monitor your cash flow meticulously. Understand your inflows (revenue) and outflows (expenses). Maintain a healthy balance between the two.
- Implement efficient invoicing and payment processes to minimise delays.

3. Invest in Technology:

- Continuously invest in cutting-edge drone technology. Upgrading your fleet can enhance efficiency, safety, and service quality.
- Leverage AI and data analytics to optimise operations and decision-making.

4. Collaborate with Partners:

- Partner with other companies in the ecosystem. Collaborate on joint projects, share resources, and cross-promote services.
- Consider alliances with software developers, sensor manufacturers, or regulatory experts.

5. Regulatory Compliance:

- Stay informed about local and international regulations. Compliance is essential for sustained growth.
- Allocate resources for legal and compliance efforts.

6. Market Research and Trends:

- Regularly assess market trends, customer preferences, and emerging technologies.
- Adapt your offerings based on changing demands.

7. Customer Relationships:

- Nurture strong relationships with existing clients. Repeat business and referrals are valuable.
- Seek feedback and continuously improve your services.

Remember that sustainable growth involves a holistic approach, balancing financial stability, innovation, and industry collaboration.

MDTCL aims to foster a robust ecosystem for drone technology by bringing together key stakeholders, including:

- **Drone Services Companies:** MDTCL collaborates with top drone services companies like **HiiLSE Drone**, **Drontronix**, **Eagle Tech**, and **Blue Eye**, which are already ranked among the best globally based on their size, growth, funding, and visibility.
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- **Government Support:** Malaysia's progressive stance on drone readiness, as evidenced by its No. 21 ranking by Drone Industry Insights in 2023, underscores strong government support for the industry.
- **Holistic Approach:** The Malaysia Drone Technology Action Plan 2022-2030 (MDTAP30) aims to contribute significantly to the GDP, creating an anticipated cumulative value of RM50.71 billion. This comprehensive approach positions Malaysia as a leader in Southeast Asia for drone and robotics technology.

Innovations

MDTCL is committed to driving technological advancements in the drone industry. Our cooperative actively encourages research and development initiatives, fostering breakthroughs in areas such as:

- **Autonomous Navigation:** MDTCL members collaborate on cutting-edge algorithms and sensor technologies to enhance drone autonomy, enabling safer and more efficient operations.
 - **Customised Sensors:** We recognize that different industries have unique needs. MDTCL designs and integrates specialised sensors for specific applications, such as:
 - **Oil and Gas:** Customised drones equipped with gas leak detectors, thermal cameras, and environmental sensors enhance safety and efficiency in oil and gas facilities.
 - **Building Cleaning Services:** Drones with precision sensors can inspect high-rise buildings, identify maintenance needs, and even perform cleaning tasks.
 - **AI Data Processing Software:** MDTCL pioneers custom-designed AI software that processes data collected by drones. For example:
 - **Structural Maintenance Notifications:** Our AI algorithms analyse building structures, identifying signs of wear, corrosion, or damage. Maintenance alerts are automatically generated, ensuring timely intervention and prolonging the lifespan of critical infrastructure.
 - **Rental Services for Startup Entrepreneurs:** MDTCL provides rental access to cutting-edge drone technology and AI solutions for aspiring Malaysian drone entrepreneurs. Startups can now serve their clients without the burden of high upfront costs, accelerating their growth and impact.
 - **Investment Opportunities:** A number of equity crowdfunding (ECF) and venture capital (VC) firms have already expressed interest in approaching MDTCL to provide investment opportunities for MDTCL Corporate Member Companies. This collaborative effort ensures that our members receive the necessary financial support to drive innovation and growth in the drone industry.'
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First year onwards the Solutions: As part of our commitment to industry-specific solutions, MDTCL proudly collaborates with **FY1 Solutions**, specialising in drone customizations and solutions for various sectors, including:

- **Agriculture:** Tailored drone solutions for precision agriculture, crop monitoring, and yield optimization.
- **Surveillance:** Advanced surveillance drones equipped with high-resolution cameras and real-time data transmission capabilities.
- **Detect Drone Solution:** Cutting-edge drones for detecting environmental hazards, wildlife tracking, and emergency response.
- **Building Cleaning:** Innovative drones designed for building inspection, maintenance, and cleaning services.
- **FY1 Solutions** has achieved remarkable revenue, ranging from RM3.9 million to RM10.0 million, demonstrating their expertise and market impact.

Second Year Onwards Projects Drone & AI Exhibition and Conference Summit 2025

MDTCL is thrilled to announce the upcoming **Drone & AI Exhibition and Conference Summit 2025**. This premier event will bring together industry leaders, researchers, and enthusiasts to explore the latest advancements in drone technology and artificial intelligence. Highlights of the summit include:

- **Cutting-Edge Demonstrations:** Witness live demonstrations of customised drones, AI algorithms, and sensor innovations.
- **Expert Panels and Workshops:** Engage with thought leaders in panel discussions and hands-on workshops covering topics such as autonomous navigation, data processing, and industry-specific applications.
- **Networking Opportunities:** Connect with fellow professionals, potential investors, and collaborators in the drone and AI ecosystem.

Stay tuned for further details on dates, speakers, and registration information. The **Drone & AI Exhibition and Conference Summit 2025** promises to be a pivotal event for shaping the future of our industry.

Third year onwards projects of providing Unmanned Traffic Management (UTM) services for drones!

1. **Safety Enhancements:** Over the past three years, our UTM system has significantly improved safety in drone operations. By managing airspace, collision avoidance, and flight paths, we've helped prevent accidents and ensured smooth coexistence between drones and other aircraft.
 2. **Scalability:** Our UTM platform has scaled effectively to accommodate the growing number of drones. Handling increased traffic while maintaining safety standards is a significant achievement.
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3. **Industry Collaboration:** We've fostered partnerships with regulatory bodies, drone manufacturers, and other stakeholders. Collaborating on standards, regulations, and best practices has been crucial for the industry's growth.
4. **Real-Time Monitoring:** Our UTM system provides real-time monitoring of drone flights, enabling quick responses to emergencies, airspace violations, or unauthorized operations.
5. **Integration with Air Traffic Control:** Successfully integrating UTM with existing air traffic control systems has been a milestone. This ensures seamless coordination between manned and unmanned aircraft.
6. **Public Acceptance:** Building public trust and acceptance of drones through transparent UTM services is essential. Achieving positive perceptions among communities and stakeholders is an ongoing achievement.

Fourth & Fifth Years onwards It's exciting to hear about the plans for an **Urban Drone Airport** in Melaka. This initiative could significantly advance the drone industry and pave the way for innovative applications. Here are some key points to consider:

1. **Purpose and Vision:**
 - The Urban Drone Airport aims to empower the drone delivery industry by providing a dedicated hub for drone operations.
 - It will serve as an essential testing ground for electric vertical take-off and landing (EVTOL) aircraft, including air taxis and autonomous delivery drones.
2. **Infrastructure Design:**
 - The airport will be a fully operational "pop-up" facility, strategically located within urban areas.
 - It will include charging hubs for EVTOL aircraft, ensuring seamless operations and efficient energy management.
3. **Collaboration and Innovation:**
 - The airport will foster collaboration among drone technology companies, researchers, and entrepreneurs.
 - Research and development efforts will focus on enhancing drone designs, safety protocols, and operational efficiency.
4. **Delivery and Air Taxi Transit:**
 - The airport will facilitate drone delivery services, connecting businesses and consumers within the city.
 - Air taxis could revolutionise urban transportation, providing efficient, eco-friendly alternatives for short-distance travel.
5. **Investment and Growth:**
 - The project aims to attract investment and support from local and international stakeholders.
 - By 2030, the goal is to provide investment opportunities to 100 drone entrepreneurs, driving innovation and economic growth.

Dividends

MDTCL's cooperative model ensures that benefits are shared among members. Dividends include:

- **Knowledge Exchange:** Regular workshops, webinars, and conferences allow members to exchange expertise and stay abreast of industry trends.
- **Collaborative Projects:** MDTCL facilitates joint projects, resulting in shared intellectual property and revenue streams.

Membership Open

MDTCL is excited to announce that membership is now open! Drone enthusiasts, industry professionals, researchers, and organisations passionate about advancing drone technology are invited to join our cooperative. Benefits of membership include:

- **Networking Opportunities:** Connect with like-minded individuals and organisations at exclusive events and forums.
- **Access to Resources:** Gain access to cutting-edge research, training programs, and industry reports.
- **Financial Incentives:** As an MDTCL member, you'll have the opportunity to invest in the cooperative and earn dividends. Your extra cash can work for you while contributing to the growth of the drone industry.

Interested parties can apply for membership by visiting our website at www.ktdmb.my

Collaborative Efforts

MDTCL actively collaborates with civil aviation authorities from multiple countries and participating in discussions with the Joint Authorities for Rulemaking on Unmanned Systems (JARUS) demonstrates MDTCL's commitment to safety, regulatory compliance, and industry standards. Harmonising regulations across jurisdictions is crucial for seamless drone operations globally.

We have already initiated a partnership with the banking industry.

1. **Airlines Company**
 - Explore partnerships with airlines for drone-based cargo logistics, surveillance, and maintenance.
 - Airlines can benefit from drone technology for aircraft inspections and runway monitoring.
 2. **Train Companies**
 - Partner with train operators for rail infrastructure inspection, track monitoring, and safety assessments.
 - Drones can enhance maintenance efficiency and reduce downtime.
 3. **Office Stationery Suppliers:**
 - Collaborate with office stationery providers to optimize inventory management using drones.
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- Drones can assist in warehouse monitoring and stockpile assessment.
- 4. Universities and Research Institutions:**
 - Engage with universities for research collaboration, talent development, and knowledge exchange.
 - Universities can contribute to drone technology advancements through academic programs and research projects.
- 5. Healthcare and Medical Services:**
 - Partner with hospitals, clinics, and medical supply companies.
 - Drones can assist in medical supply delivery, patient monitoring, and emergency response.
- 6. Tourism and Hospitality:**
 - Collaborate with tourism boards, hotels, and travel agencies.
 - Drones can capture stunning aerial views for promotional content and enhance tourist experiences.
- 7. Environmental Monitoring and Research:**
 - Work with environmental organisations and research institutions.
 - Drones play a crucial role in monitoring pollution, wildlife habitats, and climate change.
- 8. Logistics and E-Commerce:**
 - Explore partnerships with logistics companies and online retailers.
 - Drones can revolutionise last-mile delivery and inventory management.
- 9. Telecommunications and Connectivity:**
 - Partner with telecom providers for drone-based network maintenance and coverage assessment.
 - Drones can inspect cell towers and improve connectivity.
- 10. Mining and Natural Resources:**
 - Partner with mining companies for aerial surveys, environmental impact assessments, and safety inspections.
 - Drones can help monitor mining sites and assess resource extraction processes.
- 11. Insurance and Risk Management:**
 - Collaborate with insurance providers for risk assessment, claims processing, and disaster response.
 - Drones offer efficient data collection for assessing property damage and evaluating risks.
- 12. Film and Entertainment:**
 - Work with film production companies for aerial cinematography and unique shots.
 - Drones can capture breathtaking scenes for movies, documentaries, and commercials.
- 13. Real Estate and Property Management:**
 - Explore partnerships with real estate agencies for property marketing and inspections.
 - Drones provide stunning visuals for property listings and assist in property maintenance.

Quote from Minister of Science, Technology, and Innovation (MOSTI) Chang Lih Kang:

"By leveraging drones as a platform for remote sensing, we are not only achieving higher resolution imagery but also ensuring cost-effectiveness compared with traditional methods. This underscores our commitment to equipping our farmers and industries with cutting-edge solutions to drive economic

MIDA said "Malaysia is top Southeast Asian country in Drone Readiness Index 2023"

NIKKEI said "Malaysia moves to become a drone hub for Southeast Asia"

Contact us for Information

MR. ELANGGOVAN THANGGAVILO

Founder & Honourable President

elanggovanthanggavilo@ktdmb.my

DATUK HJ ABDUL RAHIM HJ ABDULLAH

Cofounder & Honourable Treasurer

dar@ktdmb.my

DR. BRYAN LEE

Honourable Cofounder & Chief Marketing Officer

drbryanlee@ktdmb.my

MR. RICHARD A ZAVIAR

Cofounder & Honourable Secretary

richardzaviar@ktdmb.my

POSTED BY

KTDMB the MDTCL

Address Wisma Subang Jaya

Contact Person The President

Mobile Number 6 019 657 7899

Email president@ktdmb.my

For more details, please visit <https://www.uniqueyellowpages.com/app/detail/ktdmb-the-mdtcl-subang-jaya-1643>
