PARTNERSHIP PROPOSAL

BE PART OF MOTOGP'S MOST EXCITING TEAM







MOTOGP BACKGROUND **WHO IS** SEPANG RACING TEAM? **PARTNERSHIP OPPORTUNITIES BRANDING** PROPOSAL **TEAM HOSPITALITY EXPERIENCES** IT'S ALL ABOUT COMMUNICATION COMMERCIALISATION **OPPORTUNITIES PARTNERSHIP** CATEGORIES **RETURN ON** PETRONAS INVESTMENT ANG RACING TEAM |





2021 MOTOGP CALENDAR (Tentative)







C\2

06 JUN



Americas Grand Prix Spanish Grand Prix **18 APR 02 MAY**



French Grand Prix **16 MAY**



Italian Grand Prix **30 MAY**



German Grand Prix 20 JUN



Dutch Grand Prix 27 JUN



Finnish Grand Prix **11 JUL**







British Grand Prix **29 AUG**



Aragon Grand Prix **12 SEP**



San Marino Grand Prix **19 SEP**



To be Decided

TBC

Japanese Grand Prix **03 OCT**



Thai Grand Prix **10 OCT**



Australian Grand Prix **24 OCT**



Malaysian Grand Prix **31 OCT**



Valencia Grand Prix **14 NOV**

RESERVE GRAND PRIX VENUES

Portuguese Grand Prix **TBC**

Indonesia **Grand Prix TBC**

Russian **Grand Prix TBC**



2019 GLOBAL DIGITAL PROFILE



60% 18-34 years old



84% Male



32% 35-54 years old



16% Female

Official MotoGP Website and App



105 m

05:25 min

Average Session



25 m

41 m

Video Views

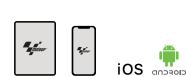


325 m Page/Screen Views

Digital Devices



















Source:

CSM International GmbH, Nielsen Sports, Zenith Media and Kantar Media all contribute to Dorna's market analysis work.

2020 MOTOGP DIGITAL SOCIAL MEDIA

Year to date



Impressions



Video Views **2** b



Engagement 425 m

MotoGP **Social Media Followers**





Instagram 10,200,000



Facebook 14,000,000



Twitter 2,700,000



Youtube 3,750,000

Source: 2020 Social Media Data

2020 BROADCAST BRAND VALUE TOP BRAND IN MOTOGP

CLEARSIGHT figures showing brand value gained through broadcast in 2020 from season start till year end.





€ 29,200,724

€ 17,199,350





€ 16,683,061



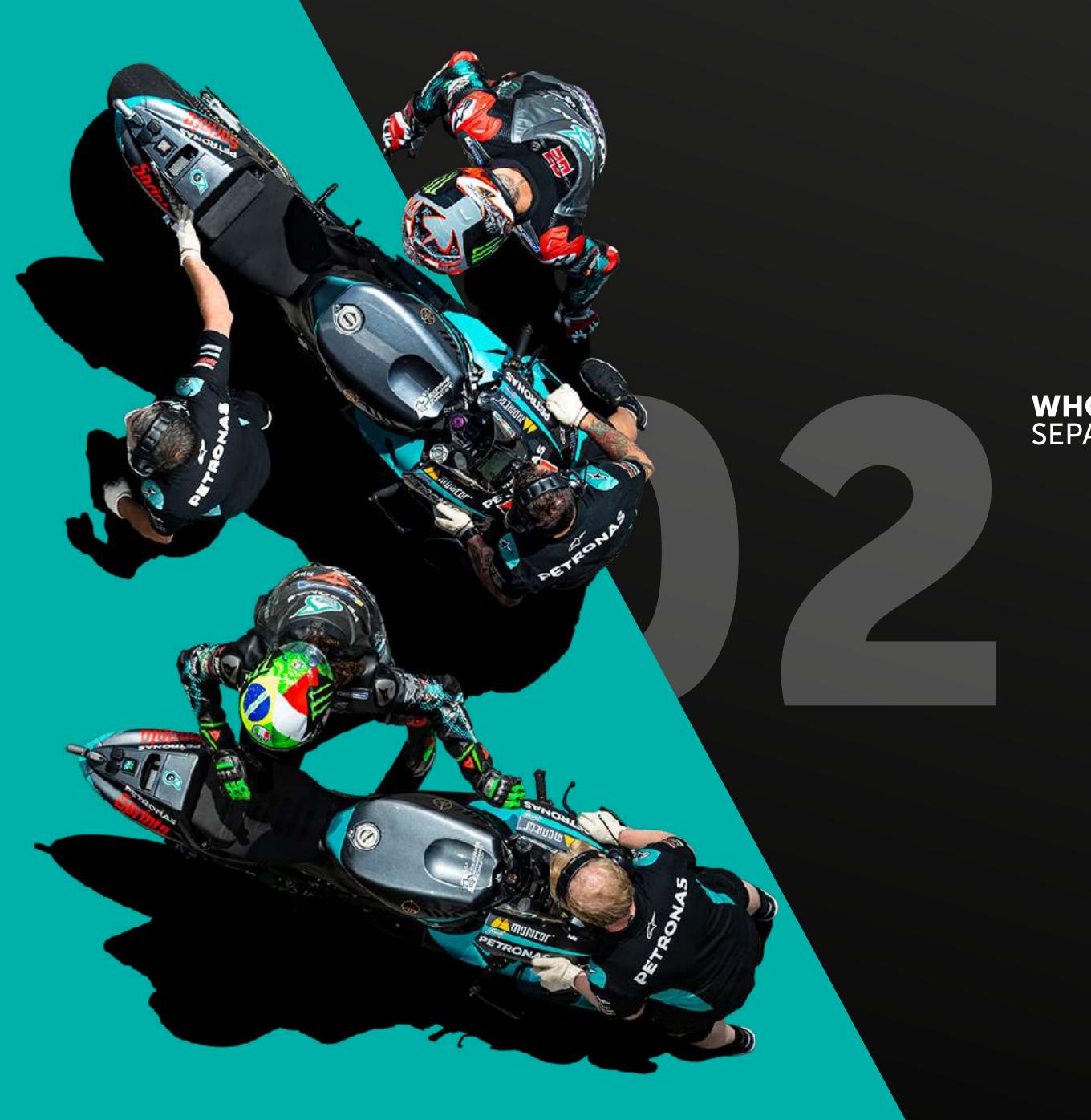
€ 11,622,263

€ 8,999,705





Source: Clearsight



WHO IS SEPANG RACING TEAM?



INTRODUCING PETRONAS SEPANG RACING TEAM (PSRT)

- A team that is seen by a massive global audience delivering an exceptional return on partnership investment
- A team that has presence in all 3 categories in the MotoGP World Championship ► MotoGP, Moto2 and Moto3
- A team that creates and delivers premium experiences for partners on and off track
- A team that builds brand awareness and enhances brand value

PETRONAS SEPANG RACING TEAM

Three teams, Sepang International Circuit and the Malaysian Grand Prix.

PETRONAS Sepang Racing Team is a unique entity in motorsport, encompassing MotoGP with PETRONAS Yamaha Sepang Racing Team and Moto2 and Moto3 with PETRONAS Sprinta Racing.

The teams are part of the operation of the world-renowned Sepang International Circuit, home to 19 Formula 1 Grands Prix and host of the Malaysian Motorcycle Grand Prix since 1999. Sepang International Circuit is owned by the Malaysian Government and comes under the remit of the Ministry of Finance.

In its debut 2019 MotoGP season, PETRONAS Yamaha Sepang Racing Team took its first pole position after only four races - with its first podium coming after only seven races - and went on to take seven podium finishes, six pole positions and the Independent Teams' and Riders' Championships with Fabio Quartararo and Franco Morbidelli.

Remarkably, its second season, 2020, saw the team score six victories – more than any other team – and finish second in both the team and riders' championships. Both the team's riders won three races apiece, with Fabio Quartararo taking victory at the season-opening Spanish Grand Prix then a week later at the Andalucia GP. Franco Morbidelli came on strong in the second half of the season with his three wins to finish just 13 points off the riders' title. The squad won the title Top Independent Team for the second year running.

For 2021, PETRONAS Yamaha Sepang Racing Team continues with Franco Morbidelli, who is joined by the sport's Greatest Of All Time rider, Valentino Rossi who can look back on seven world championship titles in the premier class.

The PSRT squad first tasted the top step of the podium in 2019 with PETRONAS Sprinta Racing in the 2019 French Grand Prix at Le Mans with John McPhee. John continued with poles, podiums and wins in 2020 and remains with the squad in 2021 when he will be joined by class race-winner Darryn Binder.

In Moto2, the riding squad was doubled in size for 2020 with two riders, Xavi Vierge and Jake Dixon showcasing the squad's talent-building remit with both riders leading a race during the year and Xavi posting the squad's first pole position. Xavi and Jake are retained for 2021. 2020 © PETRONAS SEPANG RACING TEAM L

Razlan Razali

Team Principal

PETRONAS Sepang Racing Team is a source of great pride for myself and my fellow Malaysians. In two short years we have gone from a concept to a racewinning, championship-leading team in MotoGP. We have achieved many highlights in this journey and we have been able to highlight Malaysia and our Partners on the global stage. We showcase Malaysia as a country and as a competitor on a global platform and we align ourselves with Partners who share our vision and passion. We are in this sport for the long term and share a title Partner in PETRONAS who have the same outlook.

Our debut season in MotoGP in 2019 with PETRONAS Yamaha Sepang Racing Team was exceptional, yet our 2020 season surpassed this. We have stood on the top step of the podium with both of our riders. We won six races in 2020 more than any other team - and finished second in the team and rider championships. We led both championships for much of the season. We were Top Independent Team for the second year running. These are incredible accomplishments against manufacturer opposition in only our second season in the premier class.

MotoGP gets the headlines, but we are also strong in the junior categories, Moto3 and Moto2 with PETRONAS Sprinta Racing. We have enjoyed Moto3 poles, podium and wins and we are pushing hard to get Moto2 victories too, and we enjoyed our first Moto2 pole and leading races in 2020.

Our Malaysian nationality provides international Partners with incredible access to the South East Asia market. Our global presence allied to our sporting success and proactive promotion provides all our Partners with incredible exposure and return on investment. We seek to make long term partnerships and offer the best support and promotion in the paddock for our Partners.

In 2021 we are joined by a legend of our sport, Valentino Rossi. That a team, in only the third year of its existence, can be joined by a record-breaking rider of this calibre is an exquisite honour. We look forward to this new collaboration.

We thank you for your time and consideration and hope to welcome you to join us on this incredible journey in the near future.



"The strength of the team is each individual member. The strength of each member is the team"

- Phil Jackson

TEAM BRANDING BROADCAST VALUE REPORT

2020 TOTAL BRANDING VALUE

€ 117,526,778 (+35.9%)

2019 TOTAL BRANDING VALUE

€ 86,424,390



Source: Clearsight

MEDIA COVERAGE

2019 PSRT MEDIA COVERAGE

Insight from 28th January - 22nd November 2019

Online news coverage for team

€ 1,179,275,248

Number of Social Media Posts

The team was mentioned in

93,964

Social media posts

Social media coverage for team

€ 546.3 m

Potential Views

The number of potential views

3.5b

2020 PSRT MEDIA COVERAGE

Insight from Dec 2019 - April 2020

Online news coverage for team

€ 343.8 m

Number of Social Media Posts

The team was mentioned in

33,389

Social media posts

Social media coverage for team

€ 252.4 m

Potential Views

The number of potential views

1.0 b

Source: Meltwater

2020 PSRT DIGITAL SOCIAL MEDIA



Potential reach



Engagements
2.8 m



Mentions 94,900

Initial Follower Status

1st January 2019





Instagram **64,092**



Facebook **30,139**



Twitter **7,487**

Total **102,528**

Follower Status

1st December 2020





Instagram **276,000**



Facebook **100,816**



Twitter **49,800**

Total **426,616**

Source :Google Analytic / Data



MOTOGP WORLD CHAMPIONSHIP

The world's top class in the premier motorcycle racing championship, home for legends of the sport since 1949.

PETRONAS Yamaha Sepang Racing Team joined the MotoGP class for the 2019 season, taking just four races to take its first pole position with rider Fabio Quartararo. A podium finish came just three races later.

In that first season, thanks to the efforts of Quartararo and team-mate Franco Morbidelli, the squad finished the season as Top Independent Team and fourth in the overall standings.

The 2020 season went even better. Both riders won three races. Morbidelli finished second in the rider standings. The team took Top Independent Team and finished second in the overall team standings.

For 2021, it's an all-Italian rider line-up in MotoGP with Morbidelli joined by MotoGP living legend and nine-time World Champion, Valentino Rossi bidding for glory.

VALENTINO ROSSI

PETRONAS Yamaha Sepang Racing Team Rider

16 FEB 1979

ITALIAN

Rider Achievements

2020 MotoGP World Championship YAMAHA (15th Classified)

2019 MotoGP World Championship YAMAHA (7th Classified - 2 Podiums)

MotoGP World Championship 2018 YAMAHA (3rd Classified - 5 Podiums)

MotoGP World Championship 2017 YAMAHA (5th Classified - 6 Podiums)

2016 MotoGP World Championship YAMAHA (2nd Classified - 10 Podiums)





5.5 m



3.1 m



FRANCO MORBIDELLI

PETRONAS Yamaha Sepang Racing Team Rider

04 DEC 1994

ITALIAN / BRAZILIAN

Rider Achievements

2020 MotoGP World Championship PETRONAS Yamaha SRT (2nd Classified)

2019 MotoGP World Championship PETRONAS Yamaha SRT (10th Classified)

MotoGP World Championship - Rookie of The Year 2018 EG 0,0 Marc VDS (15th Classified)

Moto2 World Championship - Moto2 World Champion 2017 EG 0,0 Marc VDS (Champion - 12 Podiums)

2016 Moto2 World Championship EG 0,0 Marc VDS (4th Classified - 8 Podiums)











MOTO2 WORLD CHAMPIONSHIP

Dubbed the most competitive class due to its restrictions on modifications, Moto2 is a category that further pushes the boundaries of rider skills and team management.

For 2021, PETRONAS Sprinta Racing opts for the strength of continuity by retaining the exceptionally promising 2020 rider line-up of Xavi Vierge and Jake Dixon.

Both riders led a race in 2020 and Xavi secured the squad's first pole position. Podiums surely beckon in 2021.

XAVI VIERGE

PETRONAS Sprinta Racing Team Rider

30 APR 1997

SPANISH

Rider Achievements

2020 Moto2 World Championship **PETRONAS Sprinta Racing (10th Classified)**

Moto2 World Championship 2019 Marc VDS (5th French GP Pole Position & Pole Position Argentina GP)

Moto2 World Championship 2018 **Dynavolt Intact GP (11th classified - 2 Podiums)**

Debut Moto2 World Championship 2017 Tech 3 (11th classified - 1 Podium)

2016 Moto2 World Championship - Rookie of The Year Tech 3 (20th Classified)







7.8 k



2020 Championship

Standings

Pole Positions

Podiums / Wins

JAKE DIXON

PETRONAS Sprinta Racing Team Rider

15 JAN 1996

BRITISH

Rider Achievements

2020 Moto2 World Championship **PETRONAS Sprinta Racing (18th Classified)**

Moto2 World Championship 2019 **Angel Nieto Team (Best Finish 12th)**

British Superbike Championship 2018 Kawasaki (2nd Classified)

British Superbike Championship 2017 (6th Classified)

2015 British Supersport Championship (3rd Classified)







7.8 k Followers





MOTO3 WORLD CHAMPIONSHIP

MotoGP's junior category is characterized by exceptionally close racing with numerous position changes over the course of a lap.

PETRONAS Sprinta Racing scored the first-ever win for PETRONAS Sepang Racing Team in any category in 2019 when John McPhee took the chequered flag after a superb performance from pole position at Le Mans.

For 2021, PETRONAS Sprinta Racing is joined by one of the hottest prospects in the junior category, South African, Darryn Binder. Scot John McPhee will remain with the team alongside Binder to continue his racewinning and championship-contending ways, giving the squad the strongest line-up on the Moto3 grid.

JOHN MCPHEE

PETRONAS Sprinta Racing Team Rider

14 JULY 1994

BRITISH

Rider Achievements

2020 Moto3 World Championship **PETRONAS Sprinta Racing (7th Classified)**

Moto3 World Championship 2019 **PETRONAS Sprinta Racing (5th Classified - 3 Podiums)**

2018 Moto3 World Championship CIP Green Power (12th Classified - 2 Podiums)

Moto3 World Championship 2017 **British Talent Team (7th Classified - 3 Podiums)**

2016 Moto3 World Championship Peugeot MC Saxoprint (22nd Classified - 1 Podium)





23.1 k



22 k



2020 Championship

Pole Positions

Podiums / Wins

DARRYN BINDER

PETRONAS Sprinta Racing Team Rider

21 JAN 1998

SOUTH AFRICAN

Rider Achievements

2020 Moto3 World Championship **PETRONAS Sprinta Racing (8th Classified)**

Moto3 World Championship 2019 **CIP GREEN POWER (2nd Place - Argentina GP)**

2018 Moto3 World Championship CIP Green Power (3rd Place First Moto3 Podium - Japanese GP)

Moto3 World Championship 2017 KTM Racing (19th Classified)

2016 Moto3 World Championship Mahindra (25th Classified)





7.9 k



3 k



2020 Championship Standings

Pole Positions

Podiums / Wins

2020 PSRT CHAMPIONSHIP STANDINGS







motos "

PETRONAS SPRINTA RACING TEAM

Position **P8**

Points 131 🕌 4

Podiums/Wins

PETRONAS YAMAHA SEPANG RACING TEAM

Position **P2**

MotoseTM

Points 248

Podiums/Wins 8

moto 2

PETRONAS SPRINTA RACING TEAM

Position **P10**

Points 123 Podiums/Wins

0

2020 SEPANG RACING TEAM PARTNERS















































WHY PETRONAS SEPANG RACING TEAM?

- One of the most exciting teams in the paddock
- Proven performance
- Representation across MotoGP, Moto2 and Moto3





PARTNERSHIP OPPORTUNITIES

PARTNERSHIP

GLOBAL OBJECTIVES IN MOTOGP

BRANDING

Enhance awareness & visibility of the brand internationally

Provide an identifiable image of the brand in the world of Motorsports

COMMERCIAL

Positively enhancing the brand as a global player and ready to align with potential partners around the globe

Potentially B2B opportunities with team partners and connections with other entities within the world of MotoGP

RELATIONSHIP

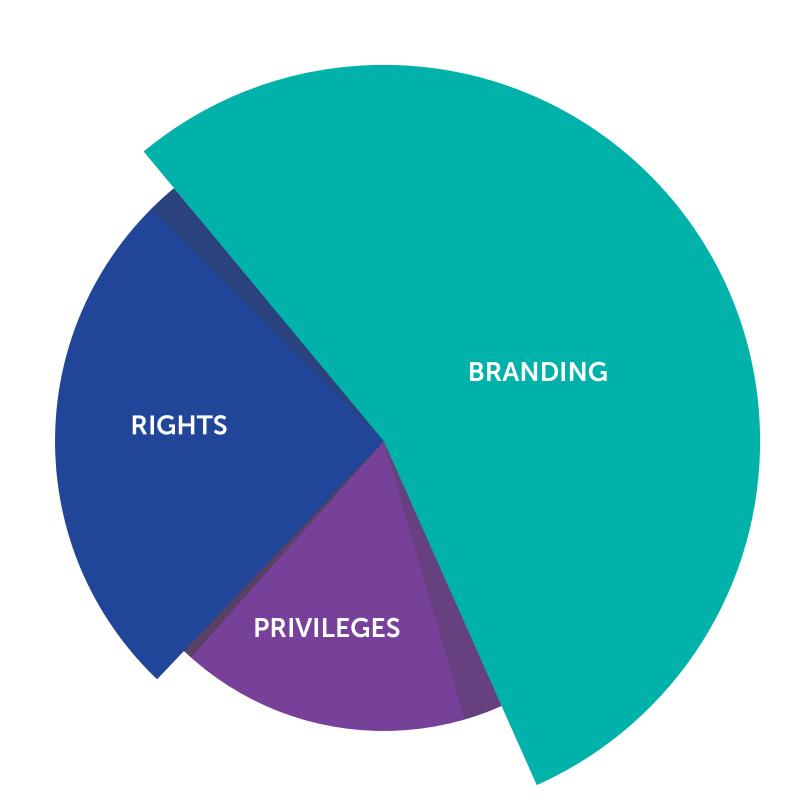
Leverage of PSRT assets to harness relationship with stakeholders and potential businesses

PETRONAS SEPANG RACING TEAM UNIQUE SELLING POINTS



05 BRAND

AWARENESS



01

BRANDING

- Bike branding
- Team Assets
 - ▶ Pit box, race trucks
 - Digital website, digital content, social media platforms, press releases
 - Offline media
 - ▶ On-track Team Hospitality & interview backdrop

02

RIGHTS

- Official Partner status
- Use of team partner logo, team imagery, videos & recordings (voice notes)
- Rights to produce video for marketing
- Rider and management personal appearances
- Race visits
- Guest Activation

03

PRIVILEGES

- Paddock access (the inner sanctum)
- PSRT Hospitality (the most exclusive VIP hospitality and experiences)
- Team Hospitality events (in our on-track home)

IN A NUTSHELL

WHAT BRANDS CAN ACHIEVE WITH A PSRT PARTNERSHIP

- Brand presence and visibility in a new global motorsport platform
- Leverage on worldwide massive broadcast exposure
- Potential global level engagement to acquire new strategic partnerships to build company's equity
- Partnership with a phenomenal and winning Malaysian Motorsports team
- Brand's visibility across all PSRT touch-points
- Leverage on PSRT world class team initiatives and experiences for external stakeholders and internal staff engagement
- Strategic alliances in specialised, limited editions product launch and R&D



BRANDINGPROPOSAL

MOTORCYCLE WINDSHIELDS

MOTOGP

BIKE LIVERY

* MRA logo on VR46 bike will be slightly smaller to fit together with VR46 logo





Model YAMAHA YZR-M1 Category **MOTOGP**





MOTO2 **BIKE LIVERY**



(

Model **KALEX TRIUMPH**

Category **MOTO2**





MOTO3 BIKE LIVERY



Model **HONDA NSF 250 RW** Category **MOTO3**



MOTOGP PIT BOX



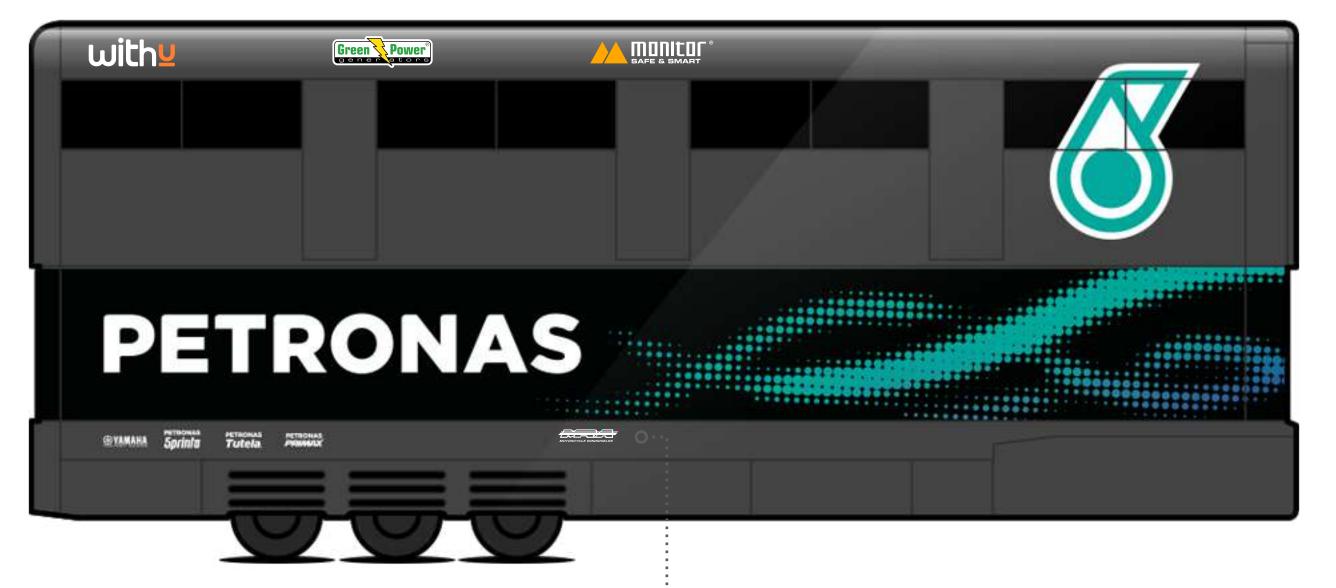


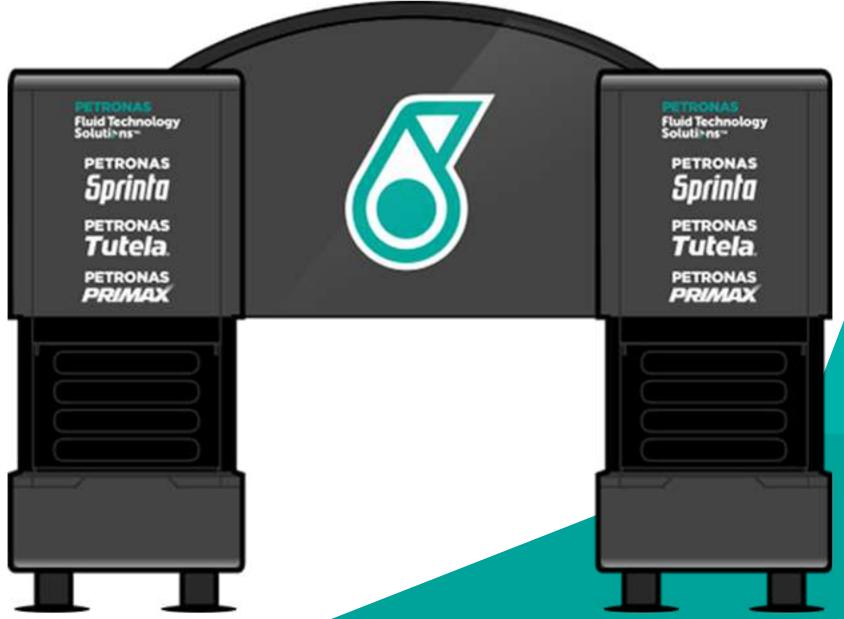
MOTO2 & MOTO3 PIT BOX





MOTOGP TEAM TRAILER







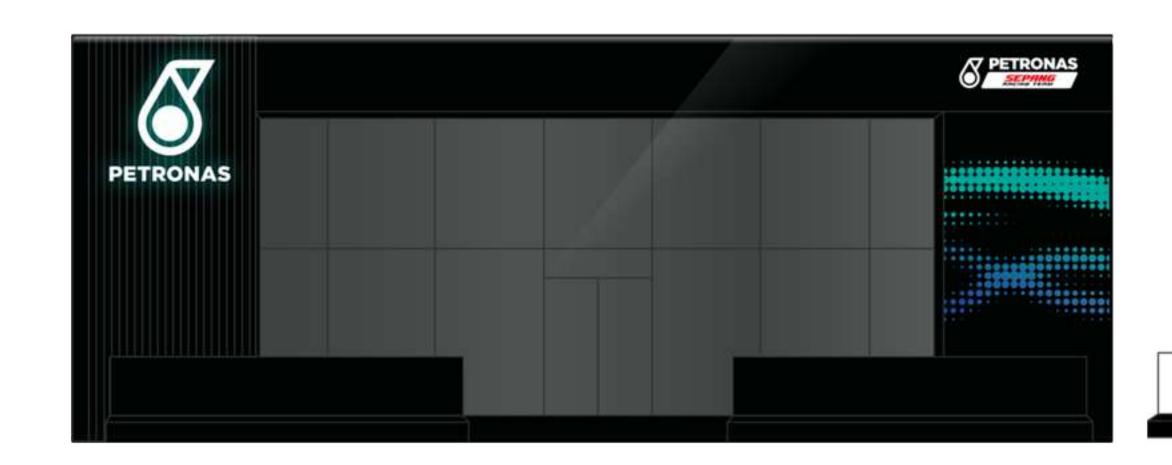
MOTO2 & MOTO3 **TEAM TRAILER**

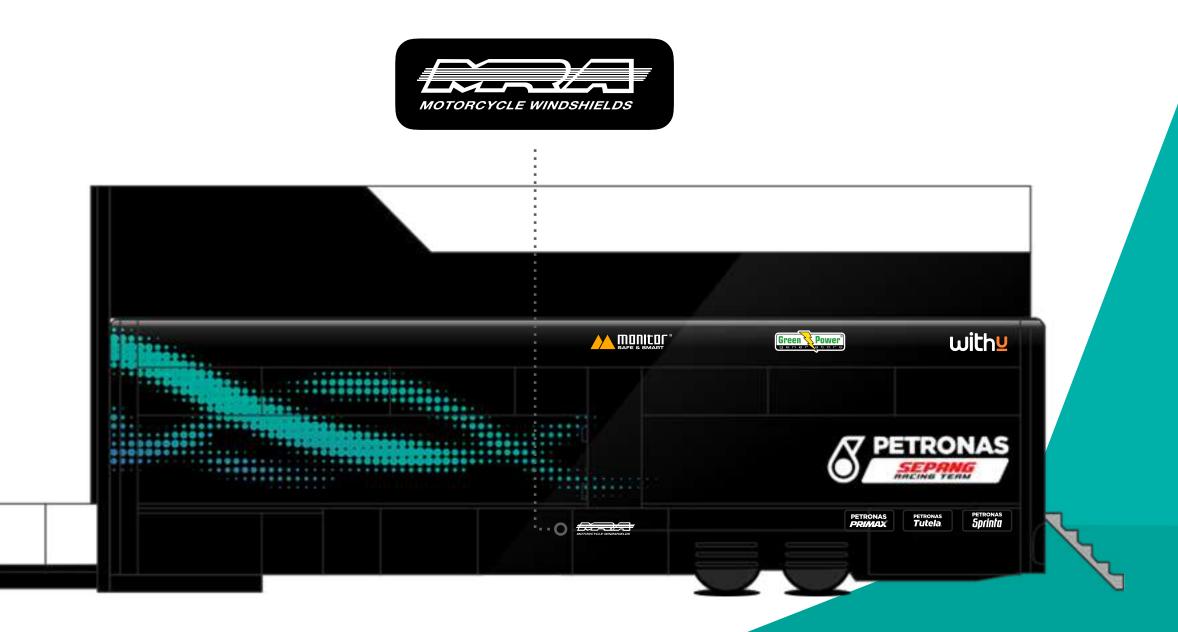






TEAM PADDOCK HOSPITALITY







TEAMHOSPITALITY

01

Full access to our hospitality at European race weekends

02

World class hospitality facilities

03

Design and create program to enhance client relationship or simply use the hospitality for staff reward programmes

04

Hospitality can be utilized for meetings, workshops, launches, press conference and many other activities



MOTOGP EXCLUSIVE HOSPITALITY PASS

Guest Paddock Pass

- Exclusive race-by-race guest pass that will provide access to paddock and team hospitality
- All passes are subject to confirmation by IRTA/DORNA due to the on going pandemic



TRACK & HOSPITALITY FUNCTIONS

- Create content and activation with the team in conjunction to partner special event days or celebrations:
 - ▶ Host events and invite international media and guests

SPECIAL EVENTS

- Partner has access to team assets to enhance experience for guests, business partners or personnel
- To host special event programmes such as media experience or consumer engagement activities at race weekend
- Launch of new products in our team hospitality



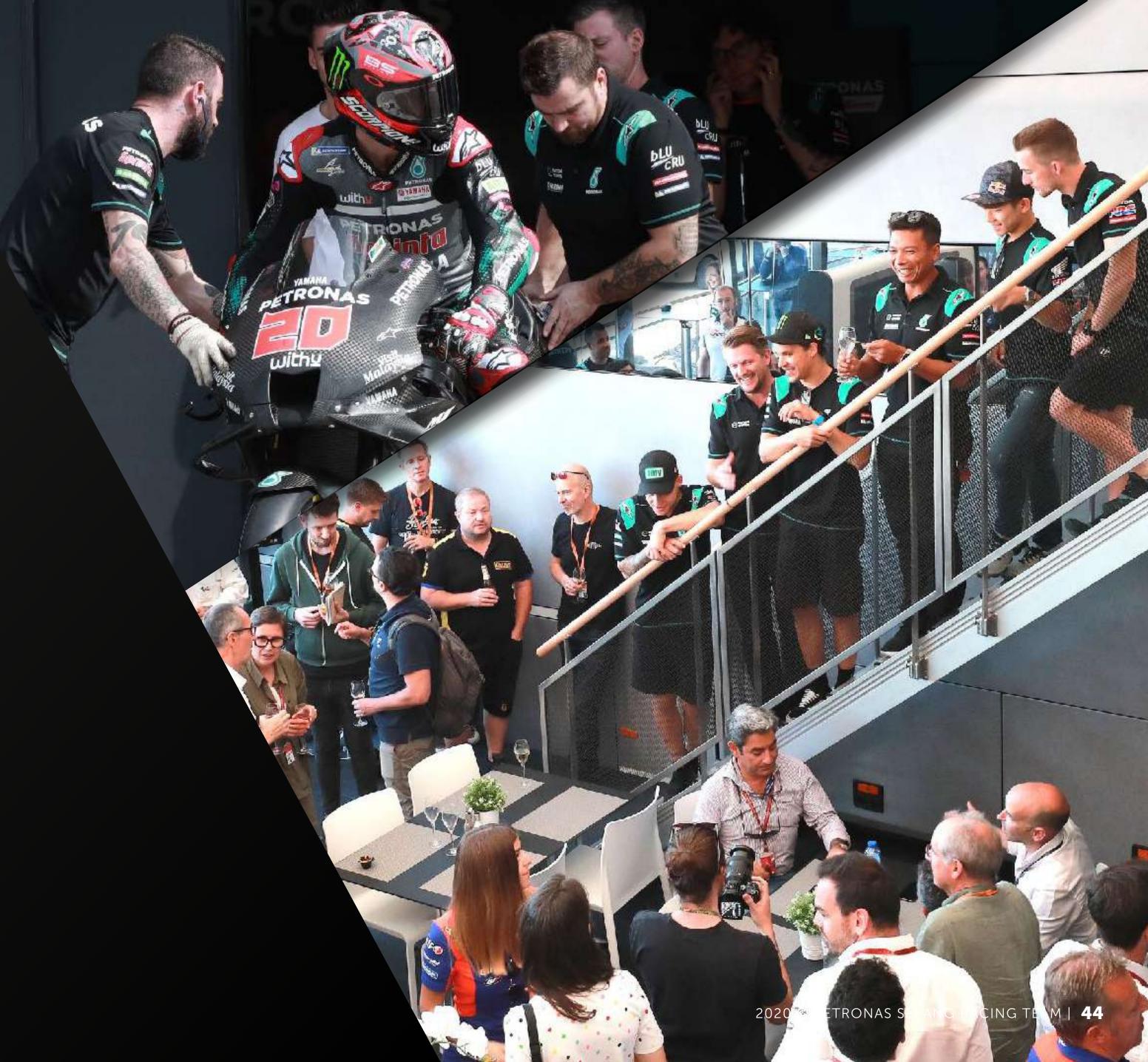


OFF-TRACKEVENTS

- As part of the allocated rider appearance days,
 Partner will be able to create content and activation at races:
 - ▶ To host a special event or dinner with VIP guests, appearance by Team Principal and Team Director
 - Media visit and interviews

WINTER TEST DAYS

- To host VIP, consumers and media activations during winter test days
- Host consumer engagement activations



RIDER & MANAGEMENT APPEARANCES

Rider and Management appearances according to contractual entitlements





TEAM EXPERIENCES

PETRONAS PETRONAS **EXPERIENCES** PIT BOX TOUR Exclusive guided pit box tours Insights from team personnel 2020 © PETRONAS SEPANG RACING TEAM | 47

EXPERIENCES

MOTORBIKE ANATOMY LESSONS

• Team personnel to explain the cutting-edge technology behind the components which make our riders' amazing machines

EXPERIENCES

TYRE WORKSHOP TOURS

• Guests to visit Michelin or Dunlop Workshop for tyre explanation, introduction of tyre allocation and rules



EXPERIENCES

SERVICE ROAD PASS (EUROPE ONLY)

 A great opportunity to watch and experience MotoGP racing up close and personal at European tracks

EXPERIENCES

BMW VIP TOURS (EUROPE ONLY)

- Stay thrilled with a once-in-a-lifetime experience as a guest in the BMW VIP Tours at European races
- Watch riders up close and personal in the comfort of a dedicated BMW car



EXPERIENCES

ALPINESTARS RIDER SUIT & TECH AIR SYSTEM

- Explanation provided by Alpinestars representative
- Guests can touch/feel and take pictures

EXPERIENCES

HELMET TECHNOLOGY & SAFETY EXPLANATION

• Explanation of helmet technology, air flow and safety



VIRTUAL EXPERIENCES RACETIME & RIDERMEET

- New for 2020 was a dedicated pre-race Partner-exclusive show featuring interviews from management and riders to give a true behind-the-scenes experience for Partners just before racing starts!
- Partners are invited to participate in the pre-race show thus enabling another fantastic B2B showcase to PSRT's Partner network
- Also new for 2020, RiderMeet allows a virtual Meet and Greet for Partner VIPs who are not able to come to the races. Team riders can be asked questions and interact via the dedicated
 PartnerZone in the team's website





IT'S ALL ABOUT
PARTNER MANAGEMENT
& COMMUNICATION

IT'S ALL ABOUT PARTNER MANAGEMENT & COMMUNICATION

The team has its finger on the pulse to deliver exposure across all media and social platforms and keep all Partners up to date with the latest news

- PARTNER MANAGEMENT
- PHOTOGRAPHY
- WEBSITE
- MOBILE APP
- NEWSLETTER
- PRESS RELEASE
- SOCIAL MEDIA
- TEAM DOCU SERIES





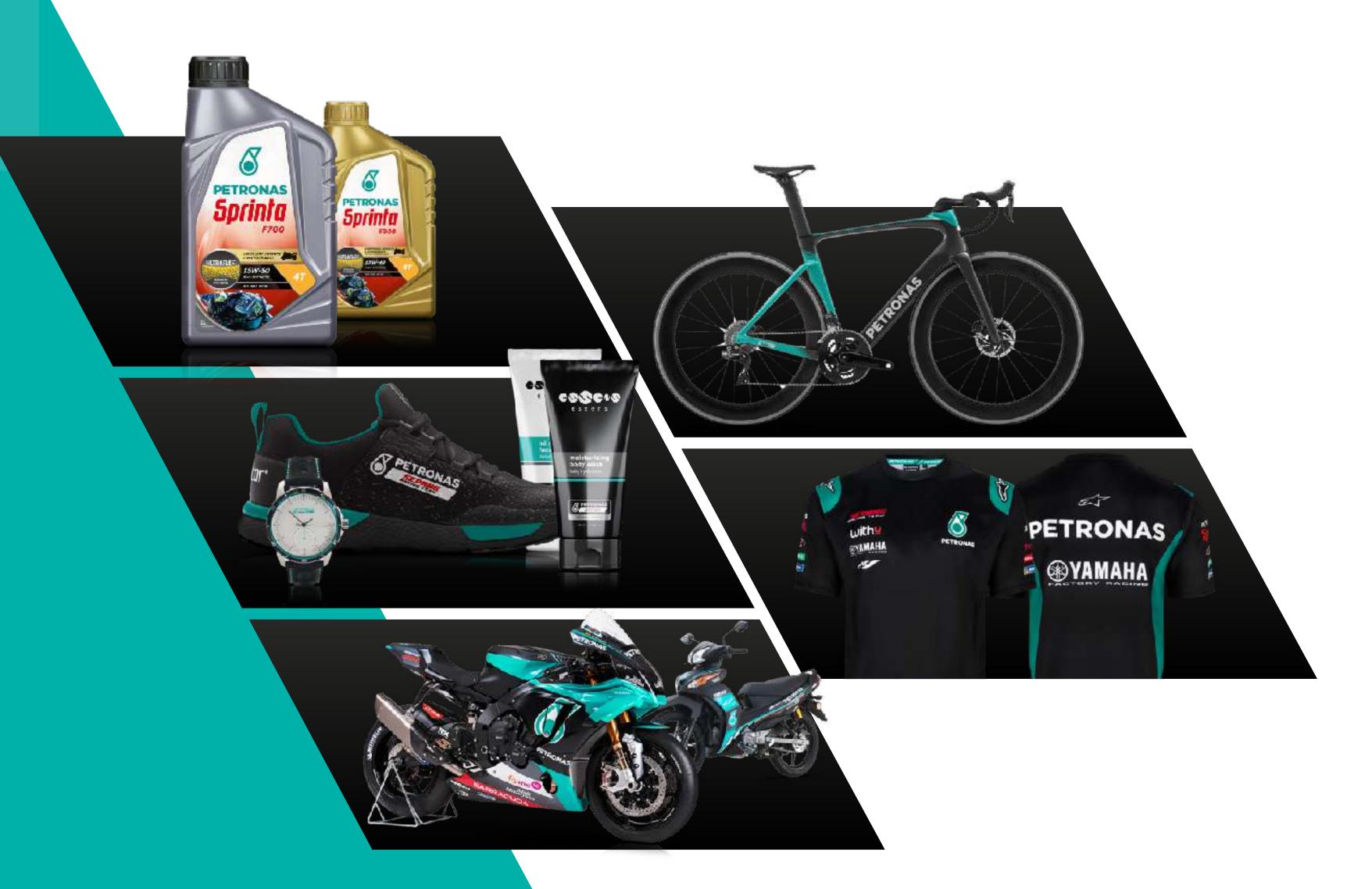
COMMERCIAL OPPORTUNITIES

COMMERCIAL **OPPORTUNITIES**

As a strategic partner, you will be able to leverage on the team to develop limited edition opportunities for commercialisation purposes.

Commercialise opportunities in the form of

- Apparels & Merchandising
- 2 Wheels Bikes, Pocket Bikes & Bicycles
- Technology, Mobile and Games





PARTNERSHIP CATEGORIES

PETRONAS SEPANG RACING TEAM PARTNER AND SUPPLIER CATEGORIES















RETURN ON INVESTMENT BRANDING

- Leverage on the worldwide branding exposure for leads to acquire new strategic partnership and to build on brand equity
- Branding viewed in more than 200 countries receiving Live TV signal
- Media coverage on the following platforms:
 - ▶ Online news
 - ▶ Social media
 - ▶ TV coverage



PARTNERSHIP PACKAGE

CASH

EURO 45,000.00

Excluding tax

TECHNICAL SPONSOSHIP

EURO 20,000.00
Material value

CHAMPIONSHIP BONUS

	P1	P2	P3
MotoGP	EURO 20,000.00	EURO 10,000.00	EURO 5,000.00
Moto2	EURO 10,000.00	EURO 6,000.00	EURO 3,000.00
Moto3	EURO 7,000.00	EURO 4,000.00	EURO 2,000.00

PARTNER ENTITLEMENT

	ASSETS	ENTITLEMENT
1	Branding	Bike - All Categories
		Pit Box - All Categories
		Team Trailer - All Categories
2	Communications	Riders Social Media x 2 post for the season
		Logo on PSRT Website
		Logo on all PSRT Press Releases

WELCOME TO THE TEAM!

FOR MORE INFORMATION PLEASE CONTACT

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JOHAN STIGEFELT

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ANDY STOBART

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MUSTAFID MUSTAMAM

Brand Manager

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