

**OPENING REMARKS FOR  
MR. ARHAM ABDUL RAHMAN  
DEPUTY CHIEF EXECUTIVE OFFICER II  
MIDA INVEST SERIES:  
UNFOLDING STATES BUSINESS POTENTIAL  
A BRIEFING BY TERENGGANU STATE ECONOMIC TRANSFORMATION UNIT  
(UTEN-T)  
18 April 2018 (Wednesday)  
Perdana Hall, Level 10, MIDA**

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Salutation

**Tuan Haji Rosman bin Roslan**

Director,  
Terengganu State Economic Planning Unit

**YBhg. Datuk Wan Mohd Albakri bin Wan Md. Noor**

Executive Director & Chief Executive Officer, Terengganu State Economic Transformation Unit (UTEN-T)

**Mr Rosli bin Latif**

Chief Operating Officer,  
Terengganu State Economic Transformation Unit (UTEN-T)

Distinguished Guests,  
Ladies and Gentlemen,

1. Good Morning. A very warm welcome to the 5th briefing of our 'MIDA Invest Series: Unfolding States Potential', and for those of you have been following this series, welcome back! We are encouraged to see many recurring participants as well as new friends. Thank you for your continued interest. I trust that this briefing will continue to be beneficial in providing more options for your business to grow in Malaysia.
2. For those who are new to this series, here are some quick facts on this initiative. We started in January this year with Perlis and Kedah, followed by Kelantan and Pahang in February. Recognising that each state has its own comparative and competitive advantages, the series serves to provide updates and insights on the investment opportunities and facilities in each of Malaysia's 13 states. We acknowledge that such information is best conveyed by the experts that are on the ground and are in close contact with both the state government and private sector in those areas. Hence, MIDA has leveraged on our close cooperation with the state agencies to bring their experts on-board for this initiative.
3. Today, we are pleased to continue this series with the briefing by Terengganu State Economic Transformation Unit (UTEN-T) on the latest development and

investment opportunities in Terengganu. Thank you, YBhg. Datuk Wan Mohd Albakri bin Wan Md. Noor, Executive Director and Chief Executive Officer of UTEN Terengganu, for taking time out of your busy schedule to be with us today.

Ladies and Gentlemen,

4. There are many exciting developments happening in Terengganu that bodes well for business and job opportunities. The East Coast Rail Link (ECRL), Terengganu Silica Valley (TSV), Terengganu Technology Hub, Visit Terengganu 2018 and just a few days ago, the news was highlighting on the rejuvenation of the Knowledge Park in Tembila – a boost to the development of human capital in the state.
5. The **East Coast Rail Link (ECRL)** with a total of 688km<sup>1</sup> long route, that links Port Klang, Selangor, Pahang, Terengganu and end in Tumpat, Kelantan will set the tone for significant economic spin-off effects and positive social impacts for the east coast states. By creating this connection, we look forward to greater development for the economy in the rural areas of the east coast. We are optimistic that this will also promote economic equality between the west and east coasts of the Peninsula.
6. This will also be a catalyst to enhance the other upcoming significant projects such as the Terengganu Silica Valley and Terengganu Technology Hub.
7. The **Terengganu Silica Valley (TSV)**, launched on 3<sup>rd</sup> March 2018 by YAB Prime Minister, is a 4,000-hectare integrated eco-industrial park located at Marang. This project is set to create up to 7,200 jobs for locals and will be capable of producing medium-to-large-sized silica-based industrial materials. This establishment of the world's first silica valley already saw the commitment of several companies through Memorandums of Understanding (MoUs) to jointly develop TSV together with the Terengganu state government.
8. MIDA is proud to be part of this game changer through our Special Task Force, formed at end-2017. We have been engaging with the related Government agencies and utility providers, and we are on track towards proposing implementable strategies and effective action plans for the next 5 years.<sup>2</sup>
9. We are establishing a research desk on the silica and quartz value chain to identify gaps in the ecosystem and create opportunities to fill them towards developing a strong and comprehensive industry ecosystem that will elevate the

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<sup>1</sup> ECRL Proves Government's Determination to Make Major Changes in East Coast, 11 April 2018

<sup>2</sup> Inputs from Building Technology & Lifestyle Division

industry towards higher-end downstream industries. This includes key players in the Chemical, Electrical & Electronic, Metal, Green Technology, Glass and Non-metallic industries.

10. The **Terengganu Technology Hub (TTH)** is another interesting development that is in line with the country's agenda of embracing Industry 4.0. The TTH will focus on green technology, sensor technology, robotics, big data analytics and internet of things (IOT), among others. Notably, TTH has set itself apart from other technology hubs like Cyberjaya and Technology Park Malaysia by leveraging on its rich cultures and local economy. It is set to become the first creative and cultural hub to foster symbiotic growth between culture and technology.

Ladies and Gentlemen,

11. In terms of investments in the manufacturing sector among the states in the east coast, Terengganu records the highest value as at December last year. There were 210 implemented manufacturing projects valued at RM33.9 billion. Most of these projects are from domestic sources recording a total of RM20.4 billion or 60% while the rest are from foreign sources.
12. These projects, which have created over 20,000 job opportunities, are mainly in natural gas, petroleum products (including petrochemicals), basic metal products, rubber products and transport equipment industries. In terms of project approval, there were 4 manufacturing projects approved in Terengganu with total investments of RM73.1 million in 2017.<sup>3</sup>
13. Notable companies operating in Terengganu include Petronas Gas, CJ Bio Malaysia, ARKEMA Thiochemicals, Tosoh Advanced Materials and Malay-Sino Chemical Industries in chemical and chemical products; Eastern Steel in basic metal products; Petronas Chemicals LDPE in petroleum products; Terengganu Silica Consortium in non-metallic mineral products; and Delphi Packard Electric in transport equipment.

Ladies and Gentlemen,

14. With so much development happening in the state, there is certainly more room for expansion and diversification activities, particularly in new growth areas. We encourage more companies to take advantage of the established ecosystem and facilities that Terengganu has to offer.
15. The Domestic Investment Strategic Fund (DISF), for example, is offered to Malaysian-owned companies seeking to accelerate the shift to high value-

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<sup>3</sup> E-Investment System, Statistics Division

added, high technology, knowledge-intensive and innovation-based industries. Since the introduction of this scheme in 2012, MIDA has approved 279 projects with investments of RM13.2 billion as at February 2018. For Terengganu, a total of RM12.8 million was granted for 3 manufacturing projects worth RM45.8 million.

16. MIDA has also established an SME Investment Desk at all of our state offices. The Desk acts as a One Stop Centre for SMEs to easily obtain guidance and advice on the Government's initiatives and facilities in building sustainable business collaborations. Our MIDA office in Terengganu stands ready to serve and facilitate your investments. The office also assists foreign and local investors in finding suitable locations for their proposed projects and handholds companies in implementing their projects in the state.
17. We will continue to work closely with the Terengganu State Government and other government agencies to ensure that a dynamic business environment is fostered for your investments to prosper.
18. In closing, I wish all of you a productive session ahead.

Thank you.