



## **MEDIA RELEASE**

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### **MIDA SIGNS TRIPARTITE PACT WITH DAHER & IOT VALLEY Woo More French Investments, Drive Innovation in Aerospace Logistics**

**Paris, 23 April 2018** – In line with the technological advancements taking place in Malaysia, the Malaysian Investment Development Authority (MIDA) signed a tripartite pact with Daher and France’s IoT Valley on 20 April 2018. The Memorandum of Understanding (MoU) will contribute towards promoting more investment and business cooperation between France and Malaysia, particularly in the development of IoT and logistics in Malaysia’s aerospace industry.

Being a key player in Industry 4.0 and a global service provider in aerospace, Daher’s involvement will contribute towards creating and supporting the development of new innovative solutions in line with the Malaysian Aerospace Industry Blueprint 2030. Meanwhile, the IoT Valley will leverage on its dedicated ecosystem of Internet-of-Things (IoT) companies to provide the necessary digital and network support to boost this endeavour.

“MIDA is proud to be a part of this initiative that will deliver a great deal of added value to the aerospace industry in terms of innovative products and services being created, quality employment opportunities and businesses for the local supply chain. By utilising IoT technologies such as data analytics and sensors in logistic services for the aerospace industry, it would not only enhance the overall user experience for consumers but also benefit cost optimisation and energy efficiency. With this MoU, MIDA will work closely with Daher and IOT Valley to facilitate their investments in Malaysia. We foresee that the country would stand to benefit from the future-focused logistic solutions created through this partnership,” said Dato’ Azman Mahmud, Chief Executive Officer of MIDA who signed the MoU during the MIDA Investment Mission to France.

During the MoU signing, Daher was represented by Mr. Didier Kayat, the CEO of Daher while IoT Valley was represented by Mr. Bertran Ruiz, IoT Valley’s Head of Business. Daher will soon establish their regional office in Malaysia.

France is Malaysia’s 5th largest foreign investor in the manufacturing sector among the European Union member states. As at December 2017, a total of 117 manufacturing projects with French participation have been implemented with investments of RM3.5 billion. Majority of these investments were in petroleum products, machinery & equipment, transport equipment, chemical & chemical products and basic metal products. These investments have provided more than 10,000 job opportunities in the country.

“France is no doubt one of the important trading partners and source of investment for Malaysia. Many French companies have had a long standing presence in Malaysia and

we are proud to host notable players such as STMicroelectronic, Lafarge, Arkema, Decathlon, Safran, Airbus, TechnipFMC, Saint-Gobain, and International SOS. We continue to welcome investments particularly in new growth areas. French companies have also been making Malaysia their regional and global hub. From 2006 to 2017, a total of 85 projects have been approved with investments of RM2.2 billion. These include ESI Group (Regional Office), Saint Gobain (Operational Headquarters), InfoVista (Operational Headquarters), Monin (Regional Distribution Center), Centre Technique Des Mecaniques-CETIM (Representative Office),” added the CEO of MIDA.

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*Link to photos:* <https://drive.google.com/open?id=19IKJvB-kV3AIEQOVhwJbj10dqjhgQUPR>

#### **About DAHER**

Daher is an aircraft manufacturer, equipment supplier and service provider. In 2017, the company posted turnover of €1.1 billion, strengthening its leadership in three business lines: aircraft manufacturing, aerospace equipment and systems, and supply chain and logistics services. The family-owned company has been driven by innovation since its inception, in 1863. With operations in 11 countries, Daher has established itself as a key player in Industry 4.0 by designing and developing solutions that bring significant added value to its industrial partners.

#### **About IOT Valley**

Created in 2009 by four Toulouse entrepreneurs, the IoT Valley association has, since March 2015, developed an ecosystem dedicated to the Internet of Things (IoT). It now brings together 35 startups and 18 partners over 13,000m<sup>2</sup>. The IoT Valley ecosystem is the answer to 3 major problems that hinder the development of IoT, namely the difficulty to launch, develop and finance an IoT project; the lack of IoT Business-to-Business startups because entrepreneurs are unaware of issues of intermediate-sized enterprise (ETI) and big companies; and the lack of understanding between ETI / big companies and *startups* who have trouble working together (temporality, process, decision-making structure, etc). The ambition of the IoT Valley is to develop the best ecosystem in the world in the Internet of Things.

#### **About MIDA**

MIDA is the government's principal promotion agency under the Ministry of International Trade and Industry (MITI) to oversee and drive investments into the manufacturing and services sectors in Malaysia. Starting operations in 1967 with a relatively small set up of 37 staff, MIDA has grown to become a strong and dynamic organisation of over 700 employees. Headquartered in Kuala Lumpur Sentral, MIDA today has 12 regional and 23 overseas offices. MIDA continues to be the strategic partner to businesses in seizing the opportunities arising from the technology revolution of this era. For more information, please visit [www.mida.gov.my](http://www.mida.gov.my) and follow us on [Twitter](#), [Instagram](#) and [Facebook](#).

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