

**SPEECH FOR YBHG DATO' AZMAN MAHMUD  
CHIEF EXECUTIVE OFFICER OF MIDA  
NATIONAL INVESTMENT SEMINAR  
30 NOVEMBER 2018, INTERCONTINENTAL HOTEL, KL**

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**Acknowledgement (TBC by DI)**

YB Datuk Darell Leiking  
Minister of International Trade and Industry

Members of the Media

Distinguished Guests,

Ladies and gentlemen,

1. Welcome to MIDA's National Investment Seminar 2018. This is an important gathering, in fact one of MIDA's key annual events that receives great interests from businesses across the country.
2. We are honoured to have YB Datuk Darell Leiking, Minister of International Trade and Industry, to officiate this ceremony for the first time. My special thanks to all our panel speakers from the Royal Malaysian Customs Department, Energy Commission, Malaysian Global Innovation & Creativity Centre (MaGIC), MATRADE, MIDF, EXIM Bank, and my colleagues from MIDA, who are here to share their insights on various topics of interest with us later today.

Ladies and Gentlemen,

3. As we take our economy forward, there are more intense competitions, not just with developing countries, but developed countries as well. The profile of workforce will also change in tandem with Industry 4.0. To address this concern, I would like to emphasise two key points.
4. First, companies, particularly domestic players, need to take full advantage of the facilities available. MIDA and other related government agencies provide investment-friendly policies, support

and assistance. This includes incentive packages such as the Pioneer Status (PS), Investment Tax Allowance (ITA) and the Domestic Investment Strategic Fund (DISF). There are also tax incentives for the production of robotics; the Automation Capital Allowance (ACA) to encourage automation in the manufacturing industry; and the Soft Loan Scheme for Automation and Modernisation (SLAM) to enhance manufacturing processes, upgrade production capability and capacity, and diversify into higher-value-added activities.

5. This is why MIDA continues to undertake engagements such as today, as we want to disseminate as much information as possible to our business community.
6. Second, industry players must be creative and innovative in addressing their unique problems. They need to turn to innovation and smart partnerships to promote industry growth. Companies not only need to adopt automation and other smart technologies, but also to invest in their talent by retraining the workforce and undertake collaborations with the many training institutions that are already available in the country.
7. This Seminar will take an in-depth look at the issues and challenges face by the industry players as well as initiatives and measures taken by relevant government agencies and bodies in addressing the issues.

Ladies and Gentlemen,

8. Today, we will be launching the i-Services Portal. The portal underscores MIDA's continued efforts to reinforce the services sector as the main engine of growth for the nation and government's unwavering commitment to reduce the services trade deficit in the country.
9. The portal is a business linkage platform to connect service providers and their potential clients, which consists both local and foreign companies. We therefore would like to encourage local service providers to register their businesses in the portal as this will be an effective, cost-efficient medium for them to showcase their capabilities

in their areas of expertise. This gateway will also help them expand their markets and further boost business activities.

10. Services that are available in portal include Accounting, Distribution and Logistics, Engineering, Education, Environmental Protection, ICT and other Professional & Technical Services. Please log on to find out more.
11. Apart from this Portal, I am pleased to share our other initiative that seeks to offer alternative funding options to companies looking for financial assistance or other related services in expanding or diversifying their business in the country. Early this year, MIDA set up a dedicated team to link up companies with potential funders, technology providers, research institutions and business partners.
12. To date, the team has identified and collaborated with various institutions such as private equity and venture capital firms, local universities, financial advisory firms, Real Estate Investment Trust (REITs), technology owners or providers and angel investors.
13. We would encourage interested parties to register your interest on MIDA's website and please reach out to any of our MIDA officers for further details on this exciting initiative.

Ladies and Gentlemen,

14. I would like to encourage industry players present today to take advantage of this seminar and all the facilities available to explore the vast opportunities for your companies to grow, locally or internationally.
15. I am optimistic that the fruitful relations forged here will pave the way for further development of domestic investments in the country. This will serve as a catalyst for more sustainable business collaborations between foreign companies and local SMEs in Malaysia.

On that note, thank you for your attention and presence today.