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INDUSTRY 4WRD: NATIONAL POLICY ON INDUSTRY 4.0

INDUSTRY 4.0

The enabling Industry 4.0 technologies including big data analytics, augmented reality, additive manufacturing, simulation, autonomous robots, cloud computing, Internet of Things (IOT), system integration, artificial intelligence and advanced cybersecurity, are bringing new dimension to the industrial environment.

The Malaysian manufacturing industry is an important economic sector, contributing to 22% of the GDP in the last five years. Its growth stimulates jobs, attracts investments and creates business opportunities and is likely to remain resilient with targeted annual GDP growth of 5.1%.

Industry 4.0 has the potential to transform manufacturing in multiple ways: improving productivity, efficiency and cost; enhancing organizational, management and production capabilities; enabling better quality and monitoring; and developing innovators and producers of Industry 4.0 technologies.

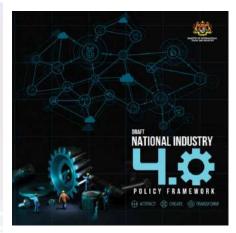
For SMEs which account for 98.5 percent of the manufacturing companies and 42.0 percent of jobs in Malaysia, Industry 4.0 can assist them in a significant increase in industrial productivity by creating greater efficiencies, integration, automation and self-adaption to changers. To facilitate the manufacturing industry to embrace Industry 4.0, a national policy on Industry 4.0 also known as Industry4WRD was launched by YAB Tun Dr Mahathir Mohamad, Prime Minister of Malaysia on 31 October 2018.

The overarching goals of Industry4WRD are to advance the contribution of the manufacturing sector to the economy, to increase productivity and the number of high-skilled workers in the manufacturing sector, and to strengthen the country's innovation capacity and capability.

The objectives of the Industry4WRD can be summed as A-C-T:

- A Attract stakeholders to Industry 4.0 technologies
- C Create the right ecosystem for Industry 4.0
- T Transform Malaysia's industry capabilities in holistic and accelerated manner

A total of 13 strategies have been mapped out to transform Malaysia's manufacturing



industry landscape in the next 10 years. These strategies include:

- providing outcome-based incentives to encourage investments and adoption of Industry 4.0 technologies and processes
- creating a platform and mechanism to help manufacturing and related services firms assess and develop their Industry 4.0 capabilities
- enhancing capabilities of existing workforce and developing new talents and skills
- strengthening the digital connectivity, and
- improving data integrity and standards.

HIGHLIGHT

An Industry4WRD Readiness Assessment Guideline has been developed to enable companies to determine where they are, what are the current gaps and areas of improvement for Industry 4.0 adoption and develop strategies and plans to participate in intervention programmes.

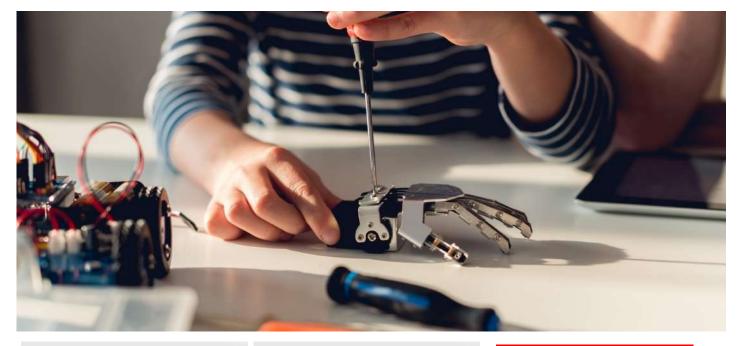
MIDA has been collaborating with technology solution providers and institutions such as Rockwell, Siemens, ASEAN-Korea Centre (AKC) and the Industrial Technology Research Institute of Taiwan (ITRI). MIDA continues to step up its efforts to drive stronger R&D linkages between the industry, and tertiary & research institutions.

The Government is supporting industry 4.0 initiatives through several incentive packages. This includes 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. There is also an allocation of RM15 million for subsidising the Readiness Assessment (RA) expenditure for the first 500 participating companies in 2019. A number of assessment bodies will be appointed to undertake the RA. In addition, another RM30 million will be allocated to assist companies to adopt and implement Industry 4.0 technologies under the Industry4WRD Intervention Fund. Look out for future updates from MIDA on the eligibility to benefit from these incentives!



HIGHLIGHT

MIDA-MOE-FMM APPRENTICESHIP PROGRAMME



Malaysia is targeting high quality and technology intensive investments to achieve the country's vision of becoming a developed nation. This will require different types and levels of workforce skills and capabilities. In this regard, industry-led training for local workforce, skills development and industry-academia collaboration need to be intensified to ensure the supply matches with the industry demand and transform all economic sectors towards knowledgeintensive activities.

Under the Eleventh Malaysia Plan (11MP), the economic sectors are expected to create 1.5 million of jobs by 2020, where 60 percent of these jobs require TVET-related skills. One of the efforts undertaken by MIDA to address this requirement is the Apprenticeship Programme, which is a collaboration with the Ministry of Education (MOE), Skills Development Department, Ministry of Human Resource (MOHR) and the Federation of Malaysian Manufacturers (FMM). This serves to produce more certified skilled workers for the manufacturing sector.

The Apprenticeship Programme is a two-year initiative where students between 16 to 17 years old are placed at a Vocational College for six months to undergo academic and vocational courses and another six months of practical training in participating companies each year for two consecutive years.

For its pilot project, MIDA engaged companies located in Klang Valley namely Royal Selangor international,

TVET

Under the Eleventh Malaysia Plan (11MP), the economic sectors are expected to create 1.5 million of jobs by 2020, where 60 percent of these jobs require TVET-related skills.

Top Glove, Gethi Engineering, Fire Fighter Industry, and YKGI Holdings. The first batch consisting of 26 students will be completing the programme in December 2018, and the students will be receiving the Malaysian Skill Certification/ Sijil Kemahiran Malaysia (SKM).

The second phase of the programme will be undertaken in 2019 and will involve the participation of companies beyond the Klang Valley.

OLEOCHEMICAL COMPANIES URGED TO EXPLORE DOWNSTREAM OPPORTUNITIES

QUICK FACT

In Malaysia, oleochemicals including basic oleochemicals and its derivatives, are mainly derived from palm oil. Malaysia is the 2nd largest palm oil producer and exporter in the world with 53 palm oil refineries producing 27.3 million tonnes/year of palm oil and 35 oleochemical & biodiesel plants producing 4.7 million tonnes/year of oleochemicals in 2017. The export volume of palm oil in 2017 was 15.2 million tonnes/year followed by oleochemicals at 4.4 million tonnes/year.

Oleochemicals are chemicals derived directly from naturally occurring fats and oils in animal and vegetable sources.

According to LMC International, a leading independent economic and business consultancy for the agribusiness sector, the current industry expansion has outpaced growth in demand causing overcapacity of fatty acids in certain regions. However, profitability has improved compared to 2017 as demand growth has helped increase capacity utilisation; feedstock prices have also declined, reducing working capital requirements. Hence, companies are still willing to invest in additional capacity.

In terms of market trends, there are increasing challenges for palm oil importation by Western countries in the form of anti-palm oil campaigns and regulations creating barriers to entry. There is also a shift from the petrochemical-based to bio-based chemicals due to increasing concerns regarding the adverse effects of petrochemicals on the environment. Mainly in growing markets like China and India, there is a steady move towards downstream as the demand for green products such as sulphate-free products are gradually increasing. Given these trends, palm oil refineries and oleochemical companies are encouraged to move further downstream and start looking East. The global oleochemicals market can be segmented into eight notable groups namely, soaps & toiletries, automotive components, detergents, food & beverages, manufacturing, pharmaceuticals & personal care, polymers and others.

Technical know-how, existing relationships with endusers and regulatory restrictions on handling chemicals may create formidable barriers to entry. Hence, companies are finding it easier and cheaper to acquire the expertise rather than developing it internally. As such, an expected trend going forward is an increased acquisition of chemical plants by oleochemical companies.

In Malaysia, major oleochemical players include KLK Oleo, IOI Oleochemicals, Sime Darby, FGV Holdings Berhad (FGV) and Emery. Many of these companies are moving downstream.

For example, KLK Oleo acquired Elementis Special Ties Netherlands B.V. (ESN) in March 2018 for RM187.2 million to expand its downstream specialty chemical business. Another example is FGV, which has partnered with Dixie Chemical and Green Lizard Technologies. They will be collaborating on a pilot plant in UK to develop industrial scale manufacturing of epoxy propanol from crude glycerol produced by FGV's biodiesel plant in Malaysia. Epoxy propanol has a wide range of applications such as a stabilizer for natural oils, gelation agent in solid propellants, a precursor in the synthesis of polymers, in surface coatings, pharmaceuticals and in the synthesis of several chemical intermediates.



SERVICES

In 2017, Johnson & Johnson reported a 35% growth for baby clothes detergent in Asia which signals an opportunity for amine oxide producers. Micelle water produced with low hydrophile-lipophile balance (HLB) surfactants has also reported a growing trend in the beauty market. A forecasted increase in demand for oral-care products in developed Asian markets from 2018 to 2023 will provide ample opportunities for polyethylene glycol fatty acid ester (PEG esters), sorbitan esters, sorbitan ethoxylates and sucrose esters producers.

Detergent makers are scrambling to keep pace as tremendous change is observed in the consumption patterns of the detergent industry in China. People are moving towards convenience, concentrated, and green products manufactured using natural based surfactants which are not harmful to the aquatic ecosystems.

Similar trends are also driving the surfactants industry in India with natural products accounting for 41% of the personal care market in India. Sales of personal care products made of natural, herbal and ayurvedic ingredients are growing 1.7 times as fast as the overall market.

The current market structure indicates that although the production of soap noodles are dominated by oleochemical companies, fatty alcohol produced via the acid route and fatty esters (apart from medium chain triglycerides) are divided between oleochemical and chemical companies. Moving further downstream, a few oleochemical companies are producing metallic soap whilst most nitrogen derivatives and fatty acid ethoxylation are done by chemical companies.

As the country's principal investment promotion agency, MIDA has assisted many palm oil companies to venture into oleochemicals and oleo derivatives projects as well as facilitated companies with evaluation of applications for manufacturing licences incentives and tax exemptions.

Examples of changing trends

Currently there are 20 oleochemical plants operating in Malaysia. In light of changing trends, MIDA continues to encourage industry players including oil palm companies and SMEs to seize the growing opportunities in the downstream sectors or oleo-derivatives industry, which offers higher margins in the long run.



SERVICES

LARGE SCALE SOLAR (LSS) DEVELOPMENT IN MALAYSIA



Solar power has become one of the most significant sources of energy in Malaysia. The Government strive to ramp up the generation of electricity from renewable energy sources since the introduction of the Renewable Energy Act 2011. Beginning with Feed-in Tariff (FiT), followed by Net Energy Metering (NEM) which was launched in November 2016, Malaysia is now moving towards the implementation of Large Scale Solar (LSS) projects through its Competitive Bidding Programme.

Malaysia has a comprehensive solar PV industry cluster to boost the expertise in photovoltaic (PV) manufacturing and provision of related services. This industry is further supported by the Malaysia Solar PV Roadmap 2030 which will enable the development of gigantic-capacity LSS projects in the near future.

Globally, the development of LSS projects is spearheaded by China (39%), the US (21%) and India (13%). These countries were the top installers of LSS energy facilities in 2017. Within the ASEAN region, considerable efforts have been made by its member states to tap into the huge reserves of renewable energy. Malaysia, for example, has introduced the Feedin Tariff (FiT) scheme and regulations for Renewable Energy as well as other supportive policies such as tax incentives through MIDA. The potential to harness solar PV in Malaysia remains high all year-round. To date, 16 LSS projects in the first bidding phase have been approved under the Green Technology incentive by MIDA.

Among the major innovation supporting the development of LSS projects are floating solar plants. Floating solar plants are already a reality in various countries around the world including Japan, China, France, Indonesia and Singapore. In Malaysia, floating solar plants have been utilised since the introduction of the FiT scheme, and now have been expanded in a bigger scale for LSS applications. For the second phase of LSS Programme, there are several projects which have opted to utilise floating solar systems. This is evident especially in underutilised areas such as dam reservoirs and lakes.

SERVICES

The benefits of floating solar plants include higher efficiency gains by solar cells through passive cooling, reductions in unwanted algae growth, slower rates of water evaporation, and productive use of undevelopable areas. Similar to LSS landbased solar projects, floating solar projects can also be considered for tax incentives offered by MIDA.

Gading Kencana Development is an example of a major company approved by MIDA. It has an energy production capacity of 30 MW at Bidor, Perak. The electricity generated from this company's plant is being supplied to Tenaga Nasional Berhad for a total period of 21 years.

Gading Kencana's Group Managing Director, Dato' Ir Muhamad Guntor Mansor Tobeng proudly notes that, "Bidor is a catalyst of another green project milestone in Malaysia, which we expect will bring economic as well as social benefits to the local Bidor communities. This Large Scale Solar project, which utilises 80% of local content, engineering procurement construction (EPC), suppliers and workforce, is able to prove that local infrastructure and ecosystem is capable in supporting huge Solar PV investments. Throughout our company's project, we have had a positive experience, particularly with the connection and transmission from our solar facility to the 132kV grid."

More details can be found on a video produced in collaboration with BFM. (LINK: https://youtu.be/XtwJtbHuM00)

In addition to floating solar technology, the development of solar projects is also driven by new innovations that utilises building on rooftops, contour agriculture land or abandoned hilly land. This contributes in addressing the challenge in having limited land for solar projects.





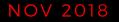
MIDA, in collaboration with Malaysia's Ministry of Foreign Affairs and Japan International Cooperation Agency (JICA) under the framework of the Malaysian Technical Cooperation Programme (MTCP), conducted a 10-day Capacity Building Programme for officials from African countries from 23 October – 1 November 2018.



During the first leg of the Trade & Investment Mission to Europe, the Malaysian delegation led by Datuk Isham Ishak, Secretary General of MITI had an interesting dialogue with German investors in Munich on 5 November.



The Malaysian delegation met up with French investors in Paris on 7 November. The discussion included opportunities in Industry 4.0, collaboration with Malaysian SMEs and the Halal industry.





On 8 November, MIDA's Deputy CEO, Mr. Arham received a delegation from Akita Prefecture, Japan led by its Governor.

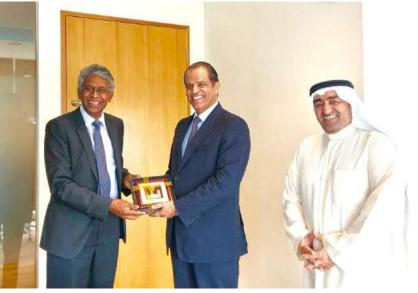
A dialogue on Budget 2019 and Industry 4.0 was held on 8 November. YB Dr. Ong Kian Ming, MITI Deputy Minister and Mr. Zabidi Mahbar, Senior Executive Director of MIDA shared their insights on the opportunities and facilities available.





Around 160 participants from the Milan business community attended the 'Seminar on Business and Investment Opportunities in Malaysia – Gateway to ASEAN' on 9 November. The event was held in conjunction with Malaysia's Trade and Investment Mission to Europe.

Datuk N. Rajendran, Deputy CEO of MIDA received a courtesy call from H.E Ambassador Ali Sulaiman Al Saeed, Assistant Foreign Minister for Asian Affairs of the State of Kuwait and H.E Saad Abdullah Saleh Al-Asousi, Ambassador of the State of Kuwait to Malaysia on 13 November.





ITD Thailand and Thailand Board of Investment (BOI) made a courtesy visit to MIDA Penang's office on 14 November.



MIDA shared the opportunities and challenges of the future economy in shaping the TVET landscape at the National Industry Dialogue 2018 on 15 November.





A total of 170 participants attended the information sharing session organised by Perak Chinese Chamber of Commerce & Industry (PCCCI) in collaboration with MIDA Perak and other stakeholders on 17 November.

The Deputy CEO of MIDA, Mr. Arham delivered a speech and participated in the panel session during the Belt and Road Summit in Shenzen, China on 21 November. The event was organised by The European House - Ambrosetti and China Development Institute.





A sharing session on 'Continuous Learning: A Pathway to Success' by Dato' Azman, CEO of MIDA at the UPM Alumni Lecture Series: Living the Serdang Story on 22 November.









MIDA together with representatives from Invest Kedah and Kulim Municipal Council led an investment promotion mission to China in November.

MIDA Penang shared on investment incentives & facilities available for businesses at the 'Seminar on Government's Grant and Financial Assistance for the Furniture and Woodbased Industry'. The event was organised by the Penang Furniture & Timber Industry Association on 22 November.





Mr. S. Siva, Executive Director, Investment Promotion of MIDA participated in the Luncheon on Investment Opportunities in Sabah organised by Malaysian Timber Council (MTC) on 26 November.





Dato' Azman Mahmud, CEO of MIDA joined Dr. Ong Kian Ming, Deputy MITI Minister at the Premier Club breakfast session held at the British High Commission residence on 27 November.



On 27 November, a business delegation from the China Entrepreneur Club (CEC) visited MIDA to promote quality investments from China that can translate to more business and job opportunities for Malaysia.



A briefing on green technology was held at MITI Johor on 7 November.



Mr. Arham, Deputy CEO of MIDA joined the Pre-Council Meeting chaired by YAB Deputy Prime Minister, Dr. Wan Azizah in conjunction with DPM's official visit to Qatar on 27 November.



MIDA attended a roundtable meeting between YAB Deputy Prime Minister and the Minister of International Trade and Industry with the captains of industry in Qatar on 27 November.

On 29 November, YB Datuk Darell Leiking, Minister of MITI together with Datuk Isham Ishak, Secretary General of MITI, Dato' Azman Mahmud, CEO of MIDA and top representatives from Micron Technology announced the company's new project in Malaysia.







SDP Global held an official opening of its new facility in Pasir Gudang, Johor on 29 November, which was graced by Datuk N. Rajendran, Deputy CEO of MIDA.



Mr. S. Siva, Executive Director of MIDA was among the guests of honour at TF AMD Microelectronics' official opening of its new wing on 29 November.



MIDA together with SIRIM QAS International Sdn. Bhd. and Siemens were on a panel session to discuss 'Spurring the Digital Leap through Acquisition of New Technologies, Funding Opportunities, Sustainable Talent Pipeline & Understanding the Nation-building Direction & Framework' on 30 November.

ECONOMY NEWS

- World Bank: Malaysia GDP to grow 4.7% in 2019, 4.6% in 2020
- Private sector to drive growth'
- PM: Malaysia will be 'very friendly' towards private sector
- Leiking: Strengthening Asean is a priority
- Malaysia's economic fundamentals stay intact, say analysts
- SMEs to contribute 41% GDP by 2020, says govt
- Highlights of 11th Malaysia Plan mid-term review
- Malaysia, EU to sign PCA in January 2019
- MP11 Mid-Term Review gives new confidence to foreign investors
- Dr M: reforming governance a priority
- 'New growth targets more realistic'
- Darell's trade mission to S. Korea generates potential sales of RM1b

INDUSTRY NEWS

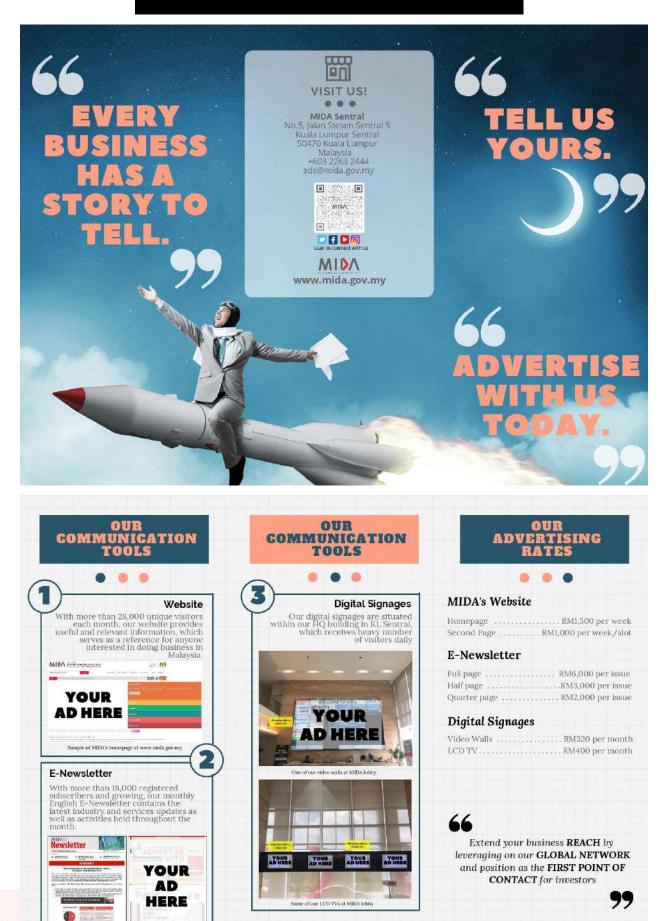
- Malaysia welcomes Swiss investments in palm oil downstream activities
- Malaysia's halal exports may hit Rm50b before 2020, says HDC
- Dyson transforming Johor's high-value manufacturing ecosystem
- Scientex's Arizona plant set to gain from US-China trade war
- VS expands capacity to meet rising demand
- China's Dade invests RM809mil in Mukah
- Sapura Industrial, Japanese firms plan on aerospace component manufacturing venture
- Malaysia aims to develop 30 new aerospace manufacturing SMEs
- Aerospace manufacturing revenue seen surpassing RM9bil
- Dr M urges industry players to actively assist TVET programme
- Collaboration to boost human capital development
- Molecor aims to be top producer of PVC-O pipes
- MCE plans automotive parts JV with Suzhou Prachtig
- Manufacturers urged to diversify their business portfolios
- Nestle to expand Chembong plant
- Plastrade to diversify into ICT via acquisition
- Proton allocates Rm1.2b for plant expansion
- Aerospace exports have potential to take off further
- MTDC sees potential in homegrown robotics technology
- Sabah to boost industrial sector's contribution
- Gas Malaysia-Tokyo Gas JV commissions gas engine plant
- Malaysia wants to be a stepping stone for business in plastic alternatives, says minister

- LKL to boost manufacturing capacities
- Lotte says third plant to meet demand for polypropylene
- FMM aims for closer, regular engagements with govt
- CCM Duopharma buys 5.8% of Korean stem-cell firm for RM20 mil
- Go for IBS by bundling construction projects, private sector told
- Sarawak Consolidated eyes for more govt IBS projects

SERVICES NEWS

- Mexter to set up fertility centre with Universiti Malaya
- Health Ministry, CREST ink MoU in move towards digital healthcare
- Mitrajaya to build hospital for RM100mil
- First national solar photovoltaic monitoring system by SEDA
- Local SMEs can benefit from digital transformation, says Microsoft
- JAKS looks to renewable energy as new revenue source
- Pilot projects for waste-to-energy plants on landfills
- Taiwan firms keen on healthcare tie-ups with locals

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MEETING ROOM

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Rates (RM)

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2,000

1,500

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		Rates	5 (RM)
Hall Types		G	Р
Perdana Hall (230 pax)	Inclusive of: • VIP Holding Room • PC Room • Basic AV System	5,000	6,000
Banquet Hall (230 pax)	Inclusive of: • Basic AV System	3,000	3,500
Perdana + Banquet Hall	Inclusive of: • VIP Holding Room • PC Room • Basic AV System	7,500	9,000
F&B Pack	ages*	G	Р
A	Inclusive of: • Refreshment • Tea Break • Lunch • Hi-Tea	From RM100/ pax	
В	Inclusive of: • Refreshment • Tea Break • Lunch	From RM80/ pax	
с	Inclusive of: • Refreshment • Tea Break/Hi-Tea	From RM50/ pax	

G = Governi P = Private GST (0%) Service staff, linen, dome, logistic (RM200) *F&B by MIDA's panel caterers

Rates (RM) Room Types G Ρ Sigma/ Gamma Room (40 pax) Inclusive of: Basic AV System 1 Flipchart 2 Mahjong Paper 2 Marker Pens 950 850 F&B Packages G Ρ Inclusive of: Refreshment Lunch Tea Break RM60/pax

*Exclusive of: GST (0%) Service staff, linen, dome, logistic (RM200) *F&B by MIDA's panel caterers G = Government P = Private







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nclusive of:

VIP Holding Room VIP Lounge AV System

Room Types

Board Room (30 pax)

Room (50 pax)	Basic AV System	1,500	1,850
F&B Pack	ages*	[
A	Inclusive of: • Refreshment • Tea Break • Lunch • Hi-Tea	From RM100/ pax	
в	Inclusive of: • Refreshment • Tea Break • Lunch	From RM80/ pax	
с	Inclusive of: • Refreshment • Tea Break/Hi-Tea	From RM50/ pax	
Exclusive of GST (0%)		G = 1 P = 1	Government Private

GST (0%) Service staff, linen, dome, logistic (RM200) *F&B by MIDA's panel caterers

IPR 2017



IBS 2017/2018 DIRECTORY



ABOUT MIDA

The Malaysian Investment Development Authority (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, MIDA is the first point of contact for investors who want to take advantages of Malaysia's vibrant economy, world-class infrastructure and business-friendly environment to set up their profit centre in Asia. For more information, visit **www.mida.gov.my** or email us at **investmalaysia@mida.gov.my**.

MIDA, your first point of contact for investments in Malaysia.

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