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Issue

MIDA

MALAYSIAN INVESTMENT DEVELOPMENT AUTHORITY

MALAYSIAN INVESTMENT DEVELOPMENT AUTHORITY
E-NEWSLETTER

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in the Manufacturing, Services
and Primary Sectors Chart
RM201.7 Billion in 2018**



Jobs of Tomorrow



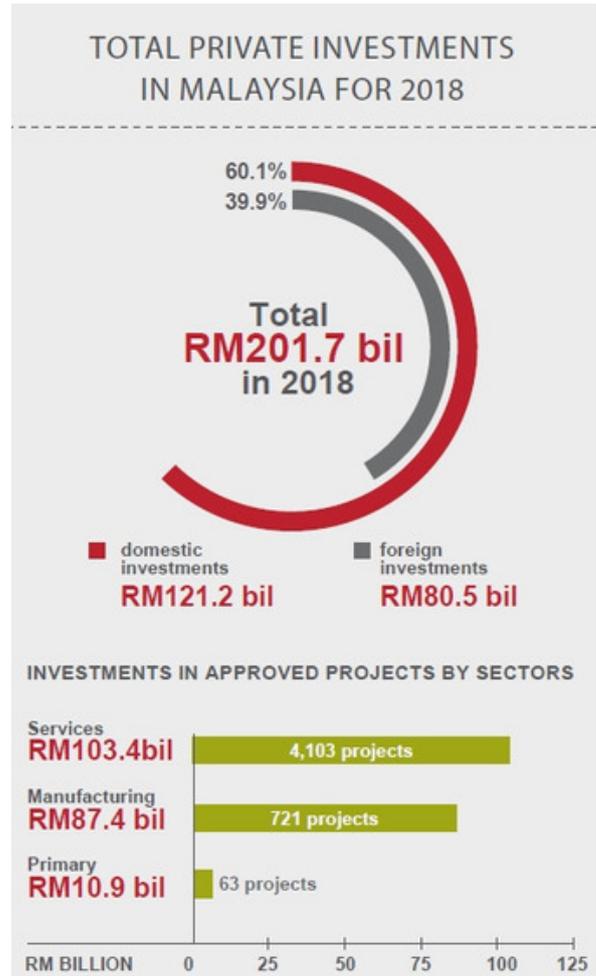
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Approved Investments in the Manufacturing, Services and Primary Sectors Chart **RM201.7 Billion in 2018**

Approved FDI in the Manufacturing Sector Rose by 169.3%

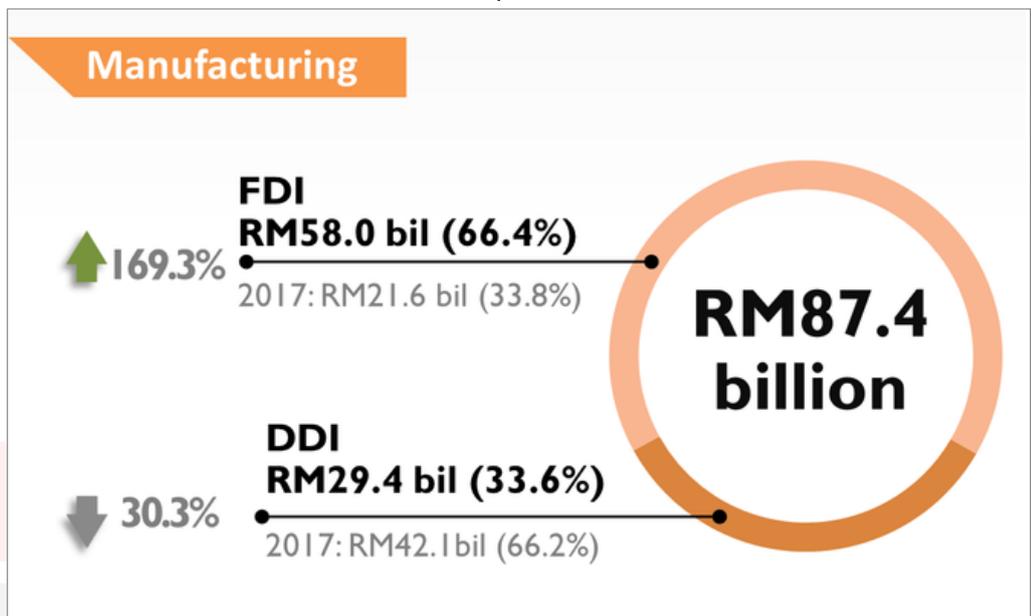


Malaysia is set to leverage on the improving trend of private investments bolstered by the positive sentiments arising from the new Government’s supportive policies and clear economic direction. This is reflected in the total approved investments in the manufacturing, services and primary sectors, which has increased from RM200.6 billion in 2017 to RM201.7 billion in 2018. Foreign investors continue to capitalise on uniquely Malaysian ecosystems and its regional synergies as FDI increased by 48% from RM54.4 billion in 2017 to RM80.5 bil in 2018.

as compared to RM63.7 billion in 2017. Foreign investments in approved manufacturing projects have more than doubled to RM58.0 billion in 2018 from 2017’s figure of RM21.6 billion, constituting 66.4% of the total approved

investments in the manufacturing sector. This reflects the country’s success in its targeted approach in attracting investments in high value-added and knowledge-intensive industries.

The **manufacturing sector** emerged as the champion, recording 37.2% increase in approved investments in 2018,





Examples of Notable Manufacturing Projects Approved in 2018

	<p>Pentax Medical</p> <ul style="list-style-type: none"> A notable manufacturing project is Pentax Medical from Japan. The company, which is one of the top three endoscopic and surgical system manufacturers in the world, will be setting up its new manufacturing facility in Penang. This project is expected to create 193 job opportunities, whereby 77% will be Malaysians particularly in the managerial, supervisory and technical category.
	<p>Jinjing Technology</p> <ul style="list-style-type: none"> Another notable project is Jinjing Technology from China that will be located at the Kulim Hi-Tech Park. The company will contribute to the development of the solar and glass ecosystems in Malaysia. It will provide 855 job opportunities to Malaysians, with salaries between RM3,000 to RM10,000 a month.
	<p>Testhub</p> <ul style="list-style-type: none"> Testhub is an exemplary Malaysian company in the E&E industry. It is the only Malaysian entity that has the capability to design and manufacture test boards and test programmes, as well as provides one stop testing solutions to global MNCs. This knowledge-based company, located in Melaka, employs highly skilled local talents in the fields of E&E engineering as well as physics.

China, Indonesia, the Netherlands, Japan and the USA were the largest contributors to the manufacturing sector in Malaysia for 2018. These five countries jointly accounted for RM44.3 billion or 76.4% of the total foreign investments approved during the period.

Capital intensive projects, which involve advanced technology and skilled manpower, dominated the manufacturing landscape, represented by the 81 projects approved with investments of RM100 million or more. This is 43.2% higher than in 2017. Investments into these projects reached RM75 billion or accounted for 85.9% of total investments approved in the manufacturing sector. This is in line with the country's push towards more strategic and higher quality investments.

The petroleum products including petrochemicals industry with approved investments of RM32.9 billion contributed the lion share to the overall manufacturing performance in 2018. A notable project in this industry is

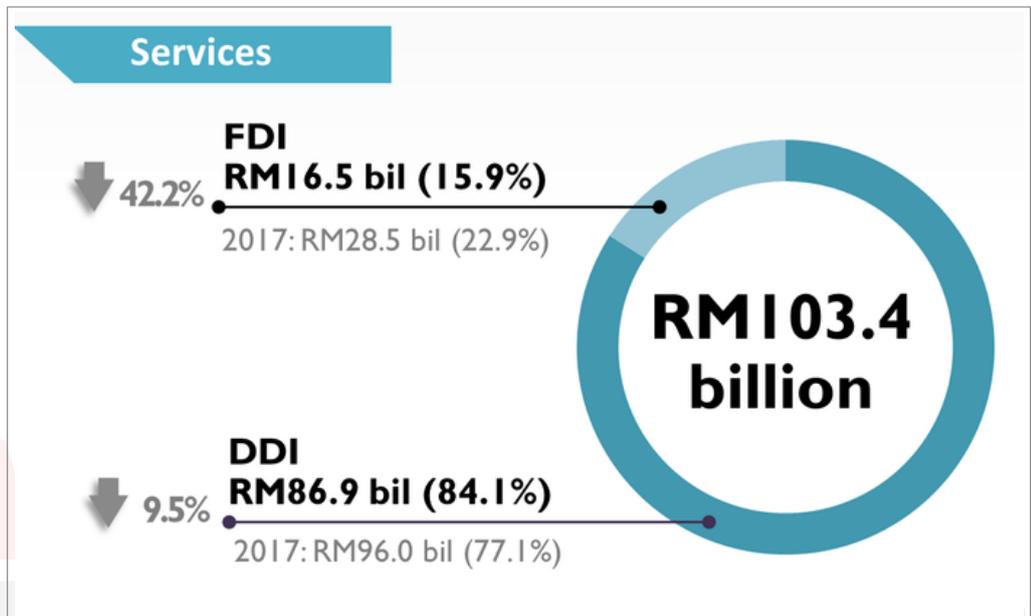
Sarawak Petchem which is part of the Sarawak State Government initiative to develop Bintulu as a petrochemical hub. This is in addition to investments by **Pengerang Energy Complex** and **Petronas Chemicals Isononanol** that will be located in Johor.

The **services sector** continued to be the cornerstone of the nation's economic growth in 2018. The sector was the largest contributor to the total approved investments.

Foreign investors were strong in the distributive trade and global

establishments subsectors recording RM4.8 billion and RM4.4 billion respectively. These two subsectors alone contributed 55.8% to the total foreign investments in the services sector.

To date, MIDA has cumulatively approved a total of 35 Principal Hub (PH) projects, with companies committing to business spending of RM35.1 billion, engaging the use of local ancillary services worth RM5.5 billion and creating 2,686 high-value jobs.





Examples of Notable Services Projects Approved in 2018



Smart Modular Technologies

US-based Smart Modular Technologies has made Malaysia its base to undertake supply chain management from 3rd party suppliers to 3rd party customers. This translates to employment opportunities for 90 Malaysians. The company will utilise big data, cloud computing and real-time analytics technology to efficiently manage its global supply chain, which will involve over one million components, 220 suppliers and network companies in 1,000 locations.



Frencken Group

Another project is from Frencken Group, a high-tech capital and consumer equipment service provider. Through its newly established Principal Hub, Frencken Group has shifted the global supply chain management of its Integrated Manufacturing Services division from Singapore to Malaysia. The company will incur a business spending of RM89.9 million over the next 10 years and will train 30 employees in areas such as strategic supply chain management and financial planning.

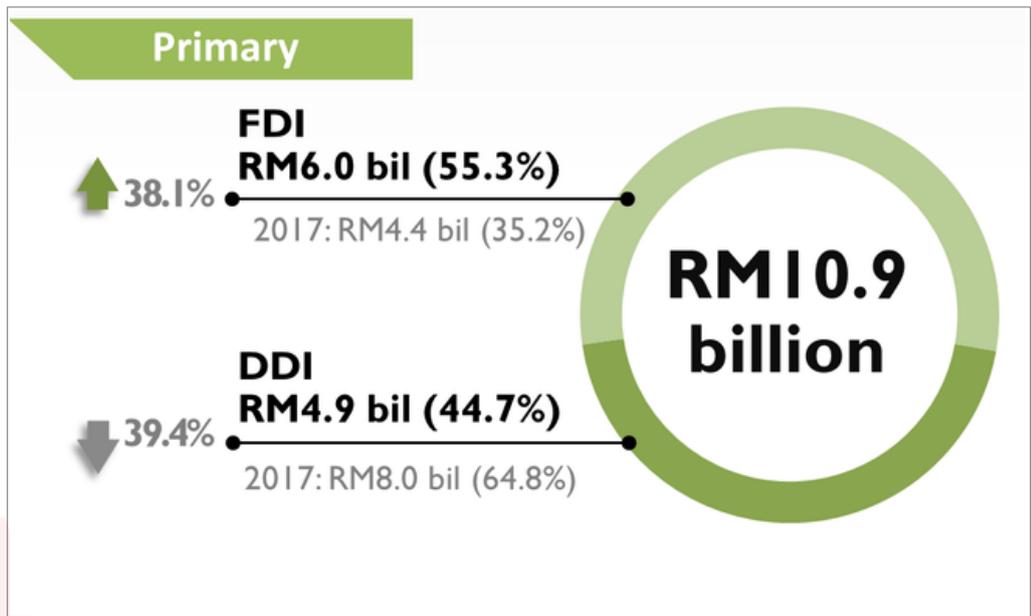
For 2018 alone, a total of eight new Principal Hub projects were approved, with committed business spending of RM7.1 billion. Among the approved PH projects were Smart Modular Technologies, Frencken Group, Onwards Media Group (OMG) and Jobstreet.

The global establishments and end-to-end supply chain management services are key components to the nation's economy. These services create trade efficiency and competitive advantages for other Malaysian industries. Given that the services sector is dominated by domestic industry players, the Government has introduced various initiatives to provide more business opportunities for Malaysian service providers. This includes the introduction of a mechanism to encourage better linkages with local service providers in the fields of architecture, engineering, transportation, banking, insurance, legal and ICT.

Investments in the **primary sector** registered a decrease of 12.2% from RM12.4 billion in 2017 to RM10.9 billion in 2018. This is largely due to lower investments in oil and gas exploration activities, under the mining subsector. The rest of the investments in the primary sector comprise of the plantation and commodities subsector, and the agriculture subsector, registered sustainable investments of RM601.8 million and RM68.8 million respectively.

Going forward, the Malaysian economy is likely to remain on a steady path in 2019 as the country's macroeconomic fundamentals remain strong despite domestic and external challenges. As to date, MIDA has 399 manufacturing and services projects with investments totalling RM23.7 billion in the pipeline.

The full Media Release of the announcement can be found [here](#).

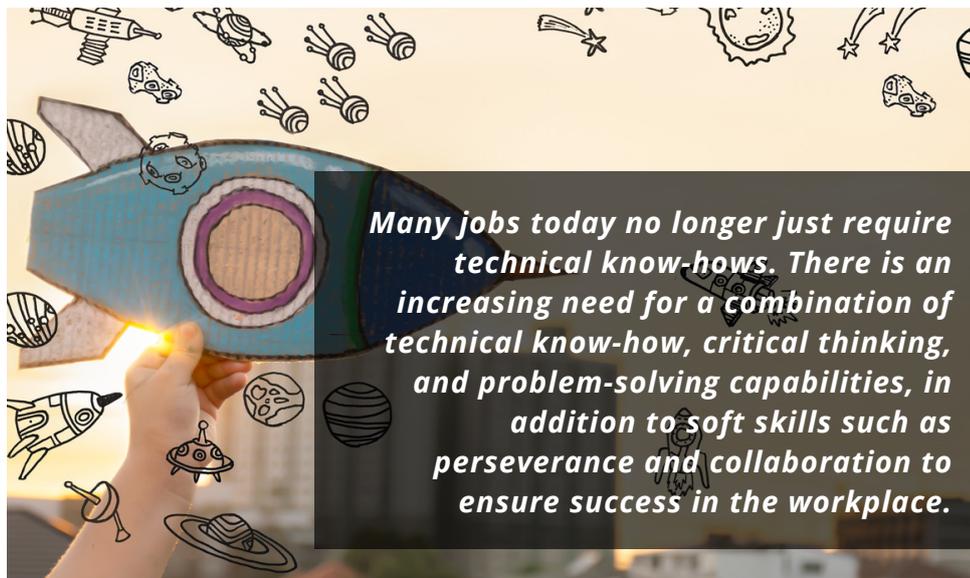


Jobs of Tomorrow

Business disruptions have become synonym with the 21st century. With the penetration and adoption of technology in businesses, smart systems have integrated once seemingly disjointed fields of artificial intelligence (AI), robotics, 3D printing, genetics, and manufacturing, just to name a few. These leaps in the advancement of technology, that many observers deem as the Fourth Industrial Revolution, have raised a set of broader socio-economical and demographical development.

It has changed the understanding of work. Many jobs today no longer just require technical know-how. There is an increasing need for a combination of technical know-how, critical thinking, and problem-solving capabilities, in addition to soft skills such as perseverance and collaboration to ensure success in the workplace. This shift depicts the change in how qualitative features have become more valuable in light of the more mundane and technical tasks being deployed to highly capable and increasingly capable machines.

Additionally, the notion of working in one job, with one company over the span of one's career is also becoming increasingly scarce.



Many jobs today no longer just require technical know-hows. There is an increasing need for a combination of technical know-how, critical thinking, and problem-solving capabilities, in addition to soft skills such as perseverance and collaboration to ensure success in the workplace.

This is an interesting development as more people understand that experiences and skills set developed in one job can be transferred and further enhanced in another, albeit the jobs being in totally different sectors and industries. Individuals are pushed to be a lifelong learner to ensure they are not left behind in order to work alongside effectively with highly capable machines.

Ultimately, work is being redefined and is taking on more dynamic definitions, drawing on more intrinsic human potentials while simultaneously expanding the value created by employees alongside automation within organisations.

Addressing the changes in the work landscape

With more jobs being created in new fields and job displacements in other industries, the big question is not whether there will be sufficient jobs. It is more pertinent to look into the overall impact of this job migration on employers, employees and industry stakeholders.

Employers assume a critical role in ensuring that their workforce is prepared to work effectively alongside the technological changes that are taking place within the organisation.

It is important to understand that pausing or delaying implementation of technological improvements within the organisation on the account of under-skilled manpower is not necessarily the best option, as this will potentially dampen the business' dynamism and growth in the marketplace. Conversely, organisations and employers, especially industries that have rapid technological adoptions should embrace and manage their workforce in stride with the changes in employment through strategic workplace structuring, training, and feedback channels to sustain the capabilities and productivity of its workforce.

However, aligning training and skills needed in the labour market has always been a challenge. The need for this alignment has been amplified recently with rapid technological evolution in



industries and newer more advanced automation adoption in the workplace. Hence, different stakeholders, especially organisations and educational institutions, need to undertake more coordinated efforts in terms of providing training programmes to create synergy in the industry.

These coordinated efforts could go beyond internship programmes and focus on creating and designing curriculum jointly to better develop greater value-adding graduates in line with current industrial demands and industry trends. Job seekers should be prepared to not only succeed in their immediate job placements, but to also thrive in its dynamic future.

SMEs and manual job workers need to increase training participation such as adult learning at universities or technical schools while fostering a learning culture in line with the changing employment landscape. This will not only increase employee satisfaction

and organisational productivity, but will also ensure that the organisation is kept abreast with the evolving industry trends and technologies.

Needless to say, the mechanism and best approaches of implementation to embrace these changes are specific to each organisation. However, the leading guiding principle for organisations is to work collectively with its manpower to ensure individual and organisational adaptation and resilience in the evolving industrial landscape.

MIDA's Talent Initiatives

Under the 11th Malaysia Plan, out of the 1.5 million jobs projected to be created, 60 percent will require Technical and Vocational Education (TVET) related skills. This makes TVET the most important avenue for increasing Malaysia's skilled human capital base as the country aspires to attain the status of an inclusive, sustainable and advanced nation by 2020.

As part of its talent initiatives, MIDA launched an Apprenticeship Programme, which is a trilateral partnership between MIDA, Federation of Malaysian Manufacturers (FMM) and Ministry of Education (MOE). The Apprenticeship Programme is a 2-year initiative which targets PT3 (Pentaksiran Tingkatan Tiga or Form Three Assessment) leavers.

This programme is adapted from the German TVET training model, of which 70 per cent of training is carried out in the industry while the remaining 30 per cent is conducted in training institutions. This is a fast-track programme which aims to provide skilled workers that can be absorbed immediately into the industry.

For its pilot project, MIDA engaged a total of five FMM member companies namely Royal Selangor International, Top Glove, Gethi Engineering, Fire Fighter Industry, and YKGI Holdings as well as three vocational colleges namely Setapak Vocational College, Klang Vocational College, and Sungai Buloh Vocational College.

A total of 24 graduates from the first batch of this programme received their Sijil Kemahiran Malaysia or Malaysian Skills Certificate in the areas of Industrial Machining, Electrical Technology, Electronic Technology and Welding Technology. The convocation ceremony was held at the MIDA headquarters on 22 March 2019. More information can be found [here](#).

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The Medical Gloves Industry in Malaysia: Moving Forward



Today, Malaysia is the world's largest producer and leading exporter of rubber gloves, contributing 63 percent of the global supply followed by Thailand (18%), China (10%) and Indonesia (3%). The Malaysian Rubber Glove Manufacturers Association (MARGMA) estimated that the global demand for rubber gloves in 2019 is at 300 billion gloves with an expected annual growth of 12 percent. It is also estimated that 188 billion gloves will be produced by Malaysia in 2019.

From 2014 to 2018, MIDA records that the total investments approved for medical gloves manufacturing in Malaysia is RM4.2 billion. Export revenue of rubber gloves from Malaysia increased from RM5.9 billion in 2007 to RM17.74 billion in 2018. For 2019, the export revenue is projected to reach a total of RM19.88 billion. Notably, Made-in-Malaysia rubber gloves are expected to

be exported to over 195 countries worldwide in 2019.

Overall, the global market for the medical rubber gloves industry shows a positive trend. This growth is driven by the increase in the world standard of healthcare and the aging world population. Improved education and higher income levels have also pushed up the demand for better healthcare services which indirectly benefited the medical glove manufacturers.

The medical glove manufacturing companies in Malaysia have developed its home-grown technologies with little technological dependency from other countries, whereby innovations are mostly carried out in-house.

As the medical glove industry becomes more competitive, rubber glove manufacturers are investing heavily in automation as part of efforts to combat rising labour costs

and increase production efficiency.

The president of MARGMA, Mr Denis Low Jau Foo has a good example of the production efficiency achieved in the industry. In a statement published in The Edge, he highlighted that back in 2009, a total of 12 people would have been required to produce a million pieces of gloves. In contrast, with automation in place, there is a 5 times reduction whereby only 2.4 people are required to produce a million pieces of gloves in 2018. Meanwhile, according to RubberAsia, a premier publication in Asia which covers the entire spectrum of the Rubber and Allied industries, it is reported that the industry is capable of delivering production lines which can produce approximately 45,000 pieces of gloves per hour compared to 3,000 pieces of gloves in the 1980s.

Key players of the medical rubber gloves industry in



MIDA continues to encourage global Industry 4.0 technology providers and industrial automation solution providers to connect with the medical glove manufacturers.

Malaysia include Top Glove (the world's largest rubber glove manufacturer), Hartalega (largest nitrile glove capacity) and Kossan Rubber Industries. Recognising the importance of moving with the industry trends, they have been digitising their operations to increase competitiveness.

Top Glove, for example, has been aggressively pursuing expansion and continues to strategically digitise its operations. The company's current focus is to automate its production lines and is improving its efficiency by using data to drive automation in the company's manufacturing and operational processes. Meanwhile, Hartalega has invested over RM14 million to upgrade its enterprise resource planning (ERP) system as part of its commitment towards realising Industry 4.0. Kossan has established a JV company with Aseptapak UK to embark on automated packaging. This is expected to reduce contamination during the packaging process.

Automation and its Challenges

The medical glove manufacturers are constantly making efforts to improve on automating their operations. At the current stage, a number of processes such as glove stripping, glove stacking and packaging have been automated. However, some automation processes can be challenging. For example, visual inspection and quality control are extremely challenging due to the nature of the process itself. The high cost associated, combined with external factors such as the foreign worker policy, increase in minimum wages, regulatory requirements and increased use of resources such as water and energy, are the main factors that need to be taken into account while automating the process. Hence, the key to efficient automation is – *technology*.

Industry 4.0 is a move towards technology and a data-driven age. The advancement in big data and analytics enable businesses to make better decisions, minimising the need for using 'gut feelings' and guesswork. With the incorporation of the Internet of Things (IoT) such as real-time sensors, data-driven processes are becoming more accessible. This allows timely and accurate adjustment to be made. Furthermore, information derived from real data coupled with automation optimises production costs and capabilities.

Initiatives by the Government

The Automation Capital Allowance (ACA) was announced in 2015 as part of the government initiative to further encourage quick adoption of automation especially for industries that are heavily reliant on foreign labour. More information can be found [here](#).

Additionally, the Industry4WRD: National Policy on Industry 4.0 was launched in October 2018 to drive the digital transformation of the manufacturing and related services sectors in Malaysia. Glove manufacturers should take advantage of the Industry4WRD Readiness Assessment. Their capabilities and readiness to adopt Industry 4.0 technologies and processes will be assessed. It will involve identifying gaps and areas of improvement for Industry 4.0 adoption while developing a realistic strategy framework towards embracing the technology. This underscores the Government's commitment to assisting the industry to move forward and grow.

In line with this, MIDA continues to encourage global Industry 4.0 technology providers and industrial automation solution providers to connect with the medical glove manufacturers. This would certainly go a long way in driving the medical glove industry forward collectively and maintain its leading position on the global stage.

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Malaysia's Initiatives for the Solar Energy Sector



Over the last decade, the energy industry has been going through a transitional phase with new trends shaping the industry. Many governments over the world are also reviewing their policies in line with these changes to maintain a conducive landscape for businesses. For example, the global response to climate change came through the Paris Agreement, which saw Malaysia pledging to reduce its carbon emissions up to 45 percent by 2030.

As part of efforts to intensify actions to promote sustainability and low carbon emissions, the Ministry of Energy, Science, Technology, Environment and Climate Change (MESTECC) has targeted for 20 percent of the country's electricity to be generated from renewable sources by 2025 from the previous 2 percent.

Malaysia currently utilises a large share (46% in 2016) of coal in electricity generation, mostly due to advantages in price and security of supply¹.

Therefore, in order to shift the energy supply industry towards incorporating more renewable energy in the mix, the Government has been promoting solar power generation through the implementation of initiatives such as Large Scale Solar (LSS) projects, Supply Agreement for Renewable Energy (SARE) and Net Energy Metering (NEM) scheme.

Geographically, Malaysia's location with abundant sunshine exposure of six hours every day and sunshine duration of more than 2,200 hours per year makes it ideal for energy generation through solar. Additionally, since 2009, through improvements in technology and competitive pricing, there has been a drop in the price of solar PV panels which is making generation through solar consistently cheaper compared to the conventional method of using fossil fuels.

To leverage on these competitive advantages, the Government has introduced new green programmes such

as the Feed-in-Tariff (FiT) and NEM scheme. As a result, in the period of 2012 to 2018, solar photovoltaic (PV) installations made up 63 percent of the total installed capacity of commissioned renewable energy (RE) installations. This has surpassed the capacity target set under the National Renewable Energy Policy and Action Plan (NREPAP).

First introduced in 2016, the large scale solar project is part of the Government's initiative to increase the participation of solar energy in the overall energy mix and promote efficiency in this industry. Among the main disadvantages cited for energy generation through solar is the lack of consistency and reliability. Through large scale solar energy generation, it is expected that the security of power supply can be boosted and regularised. The second round of the bidding process was carried out in 2017 with an increased total capacity of 557MWac for both Peninsular Malaysia and Sabah/Labuan.

¹ Source: Energy Commission (ST)



Installed Capacity (MW) of Commissioned RE Installations

Year	Biogas	Biogas (Landfill/Agriwaste)	Biomass	Biomass (Solid Waste)	Small Hydro	Solar PV	Geothermal	Total
2012	2.00	3.16	36.90	8.90	11.70	31.53	0.00	94.19
2013	3.38	3.20	0.00	0.00	0.00	106.88	0.00	113.46
2014	1.10	0.00	12.50	0.00	0.00	61.88	0.00	75.48
2015	0.00	5.40	13.80	7.00	6.60	60.33	0.00	93.13
2016	0.00	15.46	19.50	0.00	12.00	77.83	0.00	124.79
2017	0.00	22.54	0.00	0.00	0.00	38.54	0.00	61.08
2018	0.00	11.71	0.00	5.85	20.00	2.69	0.00	40.25
Cumulative	6.48	61.47	82.70	21.75	50.30	379.68	0.00	602.38

Source: Sustainable Energy Development Authority Malaysia (SEDA Malaysia)

In February, stemming from the success of the first two rounds, the Ministry announced an open tender for an estimated RM2 billion worth of projects under the third-generation Large Scale Solar Power Plant (LSS3) scheme with the capacity of 1MW to 100MW. The target aggregate capacity is 500MW in Peninsular Malaysia and is expected to be commissioned in 2021. Through the implementation of LSS3, each 1MW solar plant is expected to generate energy of 1,490MWh/year which is capable of supplying electricity for about 160 homes and reducing carbon emissions by 1,034 tonnes/year.

During the International Greentech & Eco Products Exhibition & Conference Malaysia (IGEM) 2018, the Government also announced the introduction of a new NEM scheme and Supply Agreement for Renewable Energy (SARE). These measures are expected to accelerate the growth of the solar industry through

increased market capacity and aid in propelling local players into becoming regional solution providers.

A more extensive SARE program was introduced to include a new Solar Leasing Concept, which allows consumers to procure and install solar panels on a lease. This allows consumers to benefit from solar savings while paying zero upfront cost to install PV panels. The payment for the monthly leasing will be countered off with the consumption and generation involved through Tenaga Nasional Berhad (TNB) billings and will be effective in early 2019.

Meanwhile, the revised NEM scheme will be improved by allowing excess solar PV generated energy to be exported back to the grid on a "one-on-one" offset basis. With this policy, if the electricity produced through the solar PV system exceeds own consumption, the excess electricity can be supplied back to the grid.

The initial NEM scheme remunerated consumers on a displaced cost which resulted in a low take-up rate. Therefore, the newly improved scheme would be based on a direct offset whereby for every 1kWh exported to the grid, it will be offset against 1kWh consumed from the grid.

Through the continuous enhancement of solar energy-related policies, Malaysia has taken crucial steps in incorporating a more proactive approach to encourage participation from government agencies, the private sector and public in the solar energy sector. MIDA continues to do its part to promote and facilitate further investments in Green Technology Services. In 2018 alone, MIDA has conducted more than 50 programmes locally and abroad. Going forward, renewable energy is expected to play a fundamental role in the country's attempt to shift away from fossil fuel and embrace the global commitment on climate change and sustainability.

Our Journey in Malaysia : Mühlbauer Technologies

State-of-the-Art Technologies Made in Malaysia

Founded in 1981 in Roding, Bavaria, the Mühlbauer Group has ever since grown to a leading global player in the fields of parts and systems, semiconductor related products, document solution related products and TECURITY® solutions for governments worldwide. With around 3,500 employees, technology centers in Germany, Malaysia, Slovakia, the U.S. and Serbia, and 35 sales and service locations worldwide, Mühlbauer created a strong competent network around the globe.

In 1996, Mühlbauer opened a branch office for sales and service in Malaysia. In order to serve the growing Asian market, a centre for research and development, assembly and production was to be founded outside of Germany; India, China and Malaysia were selected as possible countries. Finally, the Mühlbauer Group decided to expand its business activities in Melaka, Malaysia.



Christian Wachtmeister,
Head of Corporate Development Automation,
Mühlbauer Group

The crucial factors were, amongst others, the well-trained local employees, who both have knowledge of English language and are experienced in the machinery and semiconductor industry, as well as the cultural proximity to Germany. Furthermore, the comparatively low operating costs, infrastructure, political reliability and the support of the Malaysian Government and in particular the Malaysian Investment Development Authority (MIDA) played an important role.





Enabling Industry 4.0 in Melaka

In October 2006, the green light for the construction of the necessary buildings was given. In May 2007, Mühlbauer Technologies Sdn. Bhd. commenced operations. Three years later, the site already doubled its capacities. In 2013, a competence centre for the semiconductor sector was established in Melaka. In 2016, more than 200 machines were delivered from the Malaysian site to Mühlbauer customers within just one year. And an end to this positive development is not in sight. In particular, areas of use such as mobile devices, wearables (small computers worn on the body), contactless data exchange based on RFID technology, virtual reality, the Internet of Things (IoT), smart factories, smart homes, LED, medical and wellness and automotive are all increasing in growth. In 2017, the Mühlbauer has established a centre for machine-to-machine connectivity and predictive analytic capability to serve its customers with even smarter production solutions in terms of hard- and software. This expansion of the R&D centre in Melaka shows the importance of that location for the global Mühlbauer competence and technology network and is in line with the Industry4wrd initiative and policy of the Malaysian Government.

High Tech Requires Well-Trained Employees

In the meantime, Mühlbauer Technologies Sdn. Bhd. in Melaka on 10,000 square metres, more than 250 highly skilled employees in the fields of research and development, production, assembly, sales and service, material management and administration – and the company still continues to grow. Therefore, it is very important to find well-trained young talents and to further develop one's own talents. That is why Mühlbauer launched various training programs together with local colleges and universities in the past few years.

In cooperation with various universities and institutes in Germany and Malaysia, Mühlbauer offers internships, exchange programs, excursions and the possibility to write a final thesis in the company. In addition, Mühlbauer's own training centre, equipped with state-of-the-art technology, offers ideal conditions for hands-on training.

A specialty in these programs is the dual vocational training (DVT), which follows the German role model and was initiated by the Mühlbauer Group in cooperation with other companies and the German-Malaysian Chamber of Commerce and Industry. At Mühlbauer in Melaka, five young talents started their apprenticeship as mechatronics technicians in September 2016. In May 2017, the second year of DVT began with ten new trainees. Currently Mühlbauer is training 25 young talents in the field of Mechatronic. All in all, the dual education program lasts three and a half years. During this time, two months of theoretical instruction in the German-Malaysian Institute alternate with four months of practical training at the company.

The program is intended to help companies train future specialists and managers for the Melaka location. "We are convinced that the dual vocational training as the backbone and talent for the German economy will help us in Malaysia to train dedicated and practically experienced employees", explains Christian Wachtmeister, Managing Director of Mühlbauer Technologies Sdn. Bhd and Head of Corporate Development at Mühlbauer in Roding, Germany.

MIDA and KOTRA Signed MOU for Investment Promotion Cooperation

MIDA signed a Memorandum of Understanding (MOU) with Korea Trade-Investment Promotion Agency (KOTRA) on 12 March 2019 in conjunction with the visit of His Excellency Moon Jae-In, President of the Republic of Korea to Malaysia. The partnership includes information exchanges on investment environment, opportunities, and promotion activities, as well as best practices of investment promotion.

According to Dato' Azman Mahmud, Chief Executive Officer (CEO) of MIDA, "MIDA has been working together with KOTRA for a long time. Every year we organise investment missions to South Korea where there will be seminars, roundtable meetings, and one-on-one sessions with Korean investors, to promote business opportunities in Malaysia as well as to provide updates on the latest policies and economic landscape. KOTRA has always been one of our supporting organisations. So, we are excited to seal this strong cooperative relationship in investment promotion."



He also added that through this partnership, MIDA will be able to leverage on KOTRA's establishments in 10 regional headquarters, and 124 overseas centres in 86 countries. With this, the organisation will also be able to provide more rewarding connections for both our business communities. As Korea is well known for its advanced technologies particularly on robotics, MIDA hopes to get more of such investments in these areas, particularly as Malaysia is going full speed into the knowledge and digital economy.

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MIDA Organised Three More Linkages Programme for the Aerospace Industry In 2019

MIDA continued to explore opportunities for collaboration between local industry players and international aerospace companies through its 'Industrial Linkage' programmes. The first programme was held in Turkey last year and was participated by nine Malaysian companies. The initiative has led to a signing of an MOU between Malaysian Aerospace Industry Association (MAIA) and Turkish Aerospace.

During the Langkawi International Maritime and Aerospace (LIMA) Exhibition 2019, MIDA took the opportunity to organise a Seminar on the Aerospace Industry with the theme, 'Gearing up towards Future Technologies'. The half-day seminar, held on 27 March 2019 has attracted 150 local and foreign participants, and officiated by Dato' Lokman Hakim Ali, Secretary-General of Ministry of International Trade and Industry (MITI).

The event was part of MIDA's on-going engagement to enhance the competitiveness of the industry and discuss on the requirements of high technology industries and new emerging technologies that will be the game changer for the aerospace industry in Malaysia.



It featured speakers from Rolls-Royce, Composites Technology Research Malaysia (CTRM) and MTC Aerosystems who are leading experts in the industry. On talent development and research and technology elements, the speakers were from Universiti Kuala Lumpur Malaysia Institute of Aviation Technology (UniKL-MIAT) and Strand Aerospace Malaysia respectively.

Malaysia has the right ingredients to be the outsourcing centre for aerospace products and services. Since the launch of MEASAT-1 and first Malaysia Aerospace Industry Blueprint, the industry has maintained positive growth. The country is now recognised for its design and manufacturing capabilities of composites, aircraft components and avionics systems. Over the years, the country has developed a strong supply chain, consisting of both global and local industry players, supplying to global companies such as Airbus, Boeing and Rolls Royce. Based on the industrial ecosystem that has been established throughout the years, the industry has a lot of potentials.



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Highlights of March >>>



On 5 March 2019, the Post-Investment and Infrastructure Support Division organised a briefing on 'Kenaikan Kadar Elektrik Bagi Sektor Perindustrian dan Perkhidmatan' at MIDA HQ. The talk provided a better understanding to the officers from MIDA and related agencies on how the electricity tariff is regulated in Malaysia.



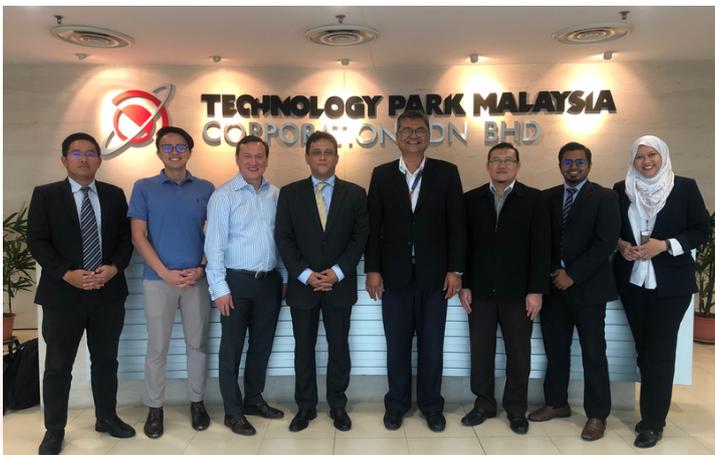
On 5 March 2019, The Investment Coordination Platform (ICP) team of MIDA spearheaded business matchings between SIRIM and industry players (Gaharu Valley) to invest in the gaharu-based kelulut farming using IOT and Big Data Analytics.



On 6 March 2019, Schmidt Abrasive Blasting, a company wholly owned by Axxiom Manufacturing Inc (Axxiom), from Houston opened its new Asia Pacific factory and sales office in Petaling Jaya. The event was represented by Mr. S. Siva, Executive Director Investment Promotion of MIDA.



On 7 March 2019, the Investment Coordination Platform (ICP) team of MIDA assisted a foreign investor in the medical devices industry to identify a suitable industrial site to house its facilities while helping the Technology Park Malaysia (TPM) to promote its 3rd phase of industrial area.





On 7 March 2019, the Australian Trade and Logistics Corporation (ATLC) had an opportunity to interview Ms. Fatmah Ahmad, Director of MIDA Sydney. The interview was hosted by Mr. Lawrence Christoffelsz.



On 7 March 2019, ICP team of MIDA facilitated SIRIM's Granulab and STV in accelerating their business commercialisation through a business matching with potential investor.



On 8 March 2019, the nation welcomes another homegrown aerospace company, Boss Aerosystem with the opening of its manufacturing facility at Bukit Minyak Industrial Park, Pulau Pinang. Malaysia is presently a home to more than 230 companies involved in maintenance, repair and overhaul (MRO), aero-manufacturing, education and training, systems integration, and engineering & design activities.



On 9 March 2019, MIDA's team led by Mr. S. Siva, Executive Director Investment Promotion together with ECERDC had a fruitful engagement with the stakeholders in East Coast to further discuss on the development of industrial parks in the area.





MIDA represented by Mr. Ahmad Khairuddin, Executive Director of Manufacturing Development (Resource) attended the opening of Metarom Group's first ever manufacturing facility in Asia on 10 March 2019.



On 11 March 2019, the Advanced Technology and Research & Development Division of MIDA collaborated with Techsource Systems Sdn Bhd to organise a Techtarik session on Machine Learning and IOT. The event attracted more than 80 participants, consist of manufacturers from various industries and representatives from Government agencies, associations and universities.



On 13 March 2019, MIDA and KOTRA witnessed the MOU signing ceremony between Raum Korea and Mega Excellence Malaysia for the establishment of Integrated Tourism project in Langkawi.



A special briefing session on Malaysia's Investment Data was held at MIDA HQ on 14 March 2019. This collaborative event between MITI, MIDA and DOSM aimed to provide clarifications on concepts related to investment data compiled by MIDA and DOSM. The session was moderated by YB Dr. Ong Kian Ming, Deputy Minister of International Trade and Industry along with panelists from DOSM and MIDA.





MIDA and Korea Chamber of Commerce & Industry (KCCI) collaborated to organise the inaugural Malaysia-Korea Business Forum 2019 on 14 March 2019 in conjunction with the President of Republic of Korea's state visit. More than 400 Korean and Malaysian business leaders attended the Forum.



On 19 March 2019, MIDA together with UPEN Negeri Sembilan and NS Corp organised a seminar on 'Negeri Sembilan Business Opportunities'. The event was held at Klana Resort Seremban.

On 21 March 2019, 24 graduates from the first batch of MIDA-MOE-FMM Apprenticeship Programme received their Kemahiran Malaysia Certificates at the convocation ceremony held at MIDA HQ. MIDA will be bringing the apprenticeship programme to national level with greater involvement from more than 100 companies and 700 students by April 2019.



On 28 March 2019, MIDA together with SEMI organised a pre-event press meet at MIDA HQ. MIDA will be partnering with SEMI to host the SEMICON Southeast Asia 2019, that will be held from 7-9 May 2019 at the Malaysia International Trade and Exhibition Centre (MITEC).

MIDA IN THE NEWS

- MIDA to continue foster partnership, ensuring knowledge-equipped skilled-talent
- MIDA bids to reduce services sector deficit via i-Services Portal
- MIDA's Apprenticeship Programme to go nationwide in phase two

MALAYSIA RANKING

- KL and JB among top 20 Asian cities for quality of life: Survey

ECONOMY NEWS

- 24,000 jobs created in Q4 last year
- Boosting Malaysia-France ties
- Malaysia exports grow 3.1% y-o-y to RM85.4b in January
- Malaysia committed to being part of China's Belt and Road initiative, says deputy minister
- Moon keen to expand economic and trade ties with Malaysia
- CPTPP ratification must take into account foreign investors' view of Malaysia: Miti
- MIDA eyes more investments in advanced tech from South Korea
- IMF: Growth remains resilient
- President Moon's visit enhances bilateral trade — Darell
- RM201.17b investments approved in 2018
- Malaysia FDI at record high
- Malaysia eyes high-tech foreign direct investments
- 7 projects worth over RM3 billion for Kedah
- Government finalising tax reforms
- New regulation to be a boon for Labuan's economy

INDUSTRY NEWS

- New investments in the form of plants expected at Malaysia-China Kuantan Industrial Park
- GCB to boost cocoa grinding capacity
- Governments' decision set to boost palm-based biodiesel industry
- Dutch Lady Malaysia aims to improve operational efficiency to adapt to headwinds
- The long and short of the steel sector
- Rex buys land in Batu Pahat to expand beverage production line
- Sabah to get RM13bil investment at industry cluster in Lahad Datu
- Taiwanese investor keen to build US\$40 mln factory in Negeri Sembilan
- Petronas launches range of e-fluids
- Much needs to be done for Malaysia's aerospace industry – MIDA
- Boss Aerosystem aiming to be top Asian aerospace firm



INDUSTRY NEWS (CONT')

- Boeing to boost presence in Malaysia
- Notion VTec poised for growth with plant restoration
- KKB to invest up to RM25mil to expand fabrication yard
- AMI aims to be among top 3 makers in 5 years
- SAE eyes 700-plane services milestone
- AstraZeneca to invest more than RM500mil in Malaysia
- South Korea keen to tap Malaysia's halal expertise
- January IPI expands 3.2%, faster than expected
- Alha Alfa to set up cosmetics factory
- Local tech firms urged to focus on innovation
- MIDA woos investors to Malaysia's automotive industry
- MIDA works to boost investments in value-added palm oil-based products
- Camel Group allocates US\$150m for Malaysian ops
- Towards factory automation
- Geely aims to sell one million Proton cars in 10 years
- SLP to produce eco-friendly packaging materials
- Dassault Aviation prefers Subang Airport for its space advantage over Singapore's Seletar
- Government targets RM16 bln revenue from aerospace industry this year
- Sapura Industrial diversifies into aerospace components making
- Many nations eager to invest here
- Aerospace, ship industries continue to show growth
- Foreign boost for local halal market
- MIDA targets RM13b E&E investments

SERVICES NEWS

- Invest in technology to boost businesses
- Kedah aims to be medical tourism destination with new private hospital
- Putrajaya, Cyberjaya set to become 5G test bed
- Kazakhstan wants to tap Malaysia's halal expertise
- More hotel brands coming to Klang Valley
- Alibaba's new way to help boost Malaysia's digital economy agenda
- Northport, Proton ink port services collaboration
- Guan Eng: Bank Pembangunan's RM3b fund to push Malaysia towards Industry 4.0
- TNB, PWD ink solar power collaboration
- UiTM, Petronas ink renewable energy collaboration
- TNB to collaborate with South Korean companies for virtual power plant technology



SERVICES NEWS (CONT')

- 4th Ikea store opens
- Pestech to partner with Japanese to bid for local solar power project
- Les' Copaque signs MoU with Beijing Animation and Gaming Industry Association
- Nestle unveils world's first solar-powered ice cream kiosks
- RM2.3b green projects up for grabs this year
- MAHB in JV with Singapore-listed Boustead Projects to develop Subang Aerospace Park
- Healthcare centre planned for Langkawi
- Aturmaju set to enter solar panel industry
- Advancecon, Kumpulan Semesta to explore solar energy opportunity
- Malaysia on track to becoming cashless society

CROSS BORDER NEWS

- Another boost for Proton

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1

Website

With more than 28,000 unique visitors each month, our website provides useful and relevant information, which serves as a reference for anyone interested in doing business in Malaysia.



Sample of MIDA's homepage at www.mida.gov.my

2

E-Newsletter

With more than 18,000 registered subscribers and growing, our monthly English E-Newsletter contains the latest industry and services updates as well as activities held throughout the month.



Sample of MIDA's E-Newsletter

**OUR
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3

Digital Signages

Our digital signages are situated within our HQ building in KL Sentral, which receives heavy number of visitors daily



One of our video walls at MIDA lobby



Some of our LCD TVs at MIDA lobby

**OUR
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 RATES**

MIDA's Website

Homepage	RM1,500 per week
Second Page	RM1,000 per week/slot

E-Newsletter

Full page	RM6,000 per issue
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Quarter page	RM2,000 per issue

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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 Packages*		G	P
A	Inclusive of: • Refreshment • Tea Break • Lunch • Hi-Tea	From RM100/pax	
B	Inclusive of: • Refreshment • Tea Break • Lunch	From RM80/pax	
C	Inclusive of: • Refreshment • Tea Break/Hi-Tea	From RM50/pax	

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

G = Government
P = Private

Room Types		Rates (RM)	
		G	P
Sigma/Gamma Room (40 pax)	Inclusive of: • Basic AV System • 1 Flipchart • 2 Mahjong Paper • 2 Marker Pens	850	950
F&B Packages		G	P
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



Perdana Hall



PC Room



Boardroom



Japan Room

Room Types		Rates (RM)	
		G	P
Board Room (30 pax)	Inclusive of: • VIP Holding Room • VIP Lounge • AV System	2,000	2,500
USA Room (25 pax)	Inclusive of: • Basic AV System	1,500	1,850
Japan Room (50 pax)	Inclusive of: • Basic AV System	1,500	1,850
F&B Packages*		G	P
A	Inclusive of: • Refreshment • Tea Break • Lunch • Hi-Tea	From RM100/pax	
B	Inclusive of: • Refreshment • Tea Break • Lunch	From RM80/pax	
C	Inclusive of: • Refreshment • Tea Break/Hi-Tea	From RM50/pax	

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Section 1 : The Manufacturers

 - IBS Manufacturers
 - Building Materials Manufacturers


- 

Section 2 : The Supply Chain

 - Developers
 - Consultants / Professionals
 - Contractors
 - Certified Companies
 - Construction Equipment & Services
- 

Section 3 : The Ministries & Government Agencies
- 

Section 4 : The Banks & Financial Institutions
- 

Section 5 : The Universities, Public & Private Education Institutions
- 

Section 6 : The Associations & Chambers

ABOUT THE DIRECTORY

Launched on 15 November 2017 at MIDA, the Industrialised Building Systems (IBS) and Building Materials Supply Chain 2017/2018 Directory was co-developed by MIDA and CIDB, which acts as a comprehensive point of reference for the construction industry particularly in the area of IBS and building materials.

The Directory details industry players in the local building materials space, including those of manufacturers, suppliers, contractors, as well relevant stakeholders.

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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.

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