

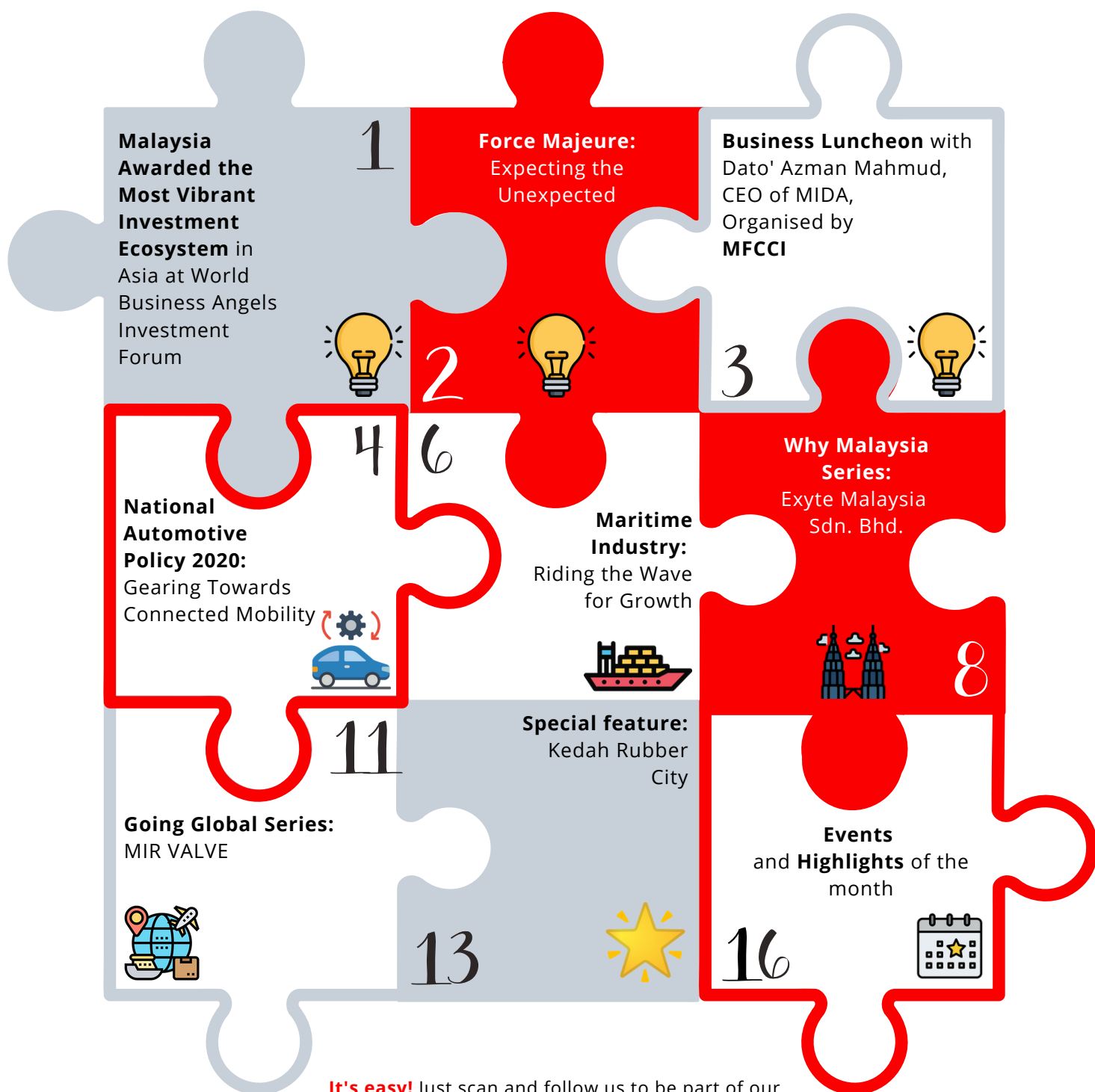


Feb  
2020  
Issue

MALAYSIAN INVESTMENT DEVELOPMENT AUTHORITY  
**E-NEWSLETTER**  
A MONTHLY INDUSTRY UPDATE FOR GLOBAL INVESTORS AND MORE!



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# Malaysia Awarded the Most Vibrant Investment Ecosystem in Asia at World Business Angels Investment Forum

The WBAF 2020 event was held in Istanbul from 17-18 February 2020. This annual event represents the largest gathering of representatives from early-stage equity and investment markets, providing opportunities for start-ups and scale-up companies to pitch their businesses on a global fundraising stage.

This year, Dato' Lokman Hakim Ali, Secretary-General of the Ministry of International Trade and Industry (MITI), together with the Malaysian Investment Development Authority (MIDA), was invited to participate in WBAF 2020. Dato' Lokman was a panelist in the Ministerial Roundtable.

During the session, he shared Malaysia's perspective of angel investors and welcomed the delegates to leverage Malaysia's vast business opportunities.

The icing on the cake was Malaysia being awarded the most vibrant investment ecosystem in Asia during WBAF World Excellence Awards.

Thailand and Singapore were the other nominees under the same category.

This Award acknowledges countries and companies that stand out in imagining, discussing and shaping the future of an entrepreneurial world. Malaysia received this Award as a result of

the consistent annual increase of FDI inflows and the conducive business ecosystem within the country.

Moving forward, MITI, through MIDA, will continue to encourage and facilitate the growth of start-ups and scale-up companies as entrepreneurship can significantly influence the future, offering new ways to increase economic opportunities and cooperation.



# Force Majeure: Expecting the Unexpected



The outbreak of the coronavirus (COVID-19) has been declared a global health emergency, causing major disruptions across industries: travel, retail, manufacturing and technology for businesses. In light of this, pre-agreed contracts may become "commercially impossible" to perform.

A common clause known as *force majeure* is usually incorporated within contracts to deal with the contractual parties' respective rights, obligations and reliefs in the event of unforeseen frustrating events occur. The clause provides for contingencies to take effect, provided that there is no ambiguity in the terms stipulated. When the *force majeure* clause is invoked, the common types of relief include the suspension of contractual obligations as well as exclusion from certain liabilities for non-performance, delay or termination of the contract.

The *force majeure* clause, which refers to "any cause beyond the control of the party", can be interpreted depending on the governing law regulating the coronavirus outbreak or the effects of the outbreak.

Parties directly affected by the outbreak would need to show that the event falls within the scope of the clause, as interpreted under the governing law of the contract.

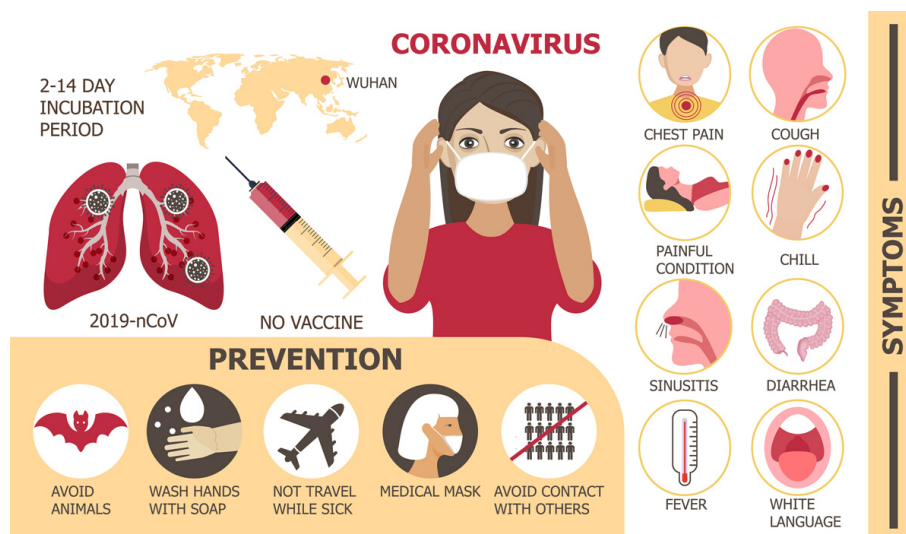
This may include whether the clause expressly states that an epidemic, pandemic or contagious disease would constitute a *force majeure* event in light of the World Health Organization's (WHO) declaration that the coronavirus outbreak is a pandemic.

Although the coronavirus may affect the parties of the contract, the defaulting party will still need to show, in their best effort, that they have used reasonable actions to prevent, or at least mitigate, the effects of the *force majeure*.

The legal consequence of the coronavirus outbreak may vary depending on the nature of the contract, the type of

obligations by the parties, the circumstances in which the obligations are to be performed as well as the foreseeability of the change in circumstances. Importantly, parties need to carefully consider the terms in the contract being entered into to safeguard their interests.

As a precaution, affected parties are advised to review their commercial contracts to ensure their *force majeure* clause covers pandemic such as coronavirus. They may also consider mitigating circumstances to remedy the contract to have a win-win solution, as opposed to a final resort method of terminating the contract.





# Business Luncheon with Dato' Azman Mahmud, CEO of MIDA, Organised by MFCCI

The Malaysia France Chamber of Commerce (MFCCI), organised a business luncheon with the Chief Executive Officer of the Malaysian Investment Development Authority (MIDA) on 10 February 2020 at Cyberview Lodge, Cyberjaya. The business luncheon was attended by H.E. Frédéric Laplanche, French Ambassador to Malaysia and around 100 existing French companies in Malaysia and Singapore.

During the event, Dato' Azman Mahmud, CEO of MIDA shared the performance and trend of investments from France in Malaysia. He also highlighted the Lighthouse factory concept that serves as real-world evidence of Industry 4.0 company which demonstrate how forward-thinking engagement of technology can create a better, cleaner world through new levels of efficiency in manufacturing.

France is a significant investor in Malaysia. Malaysia hosted 30 out of the 40 top French companies listed on the main French index of NYSE Euronext.

Notable companies with French interests operating in Malaysia include ST Microelectronics, Arkema, Airbus, Safran, Saint-Gobain, Air Liquide, Monin, Technip FMC and Decathlon.



There is a growing trend of French companies leveraging Malaysia as their hub in the ASEAN region. Among the companies are Saint Gobain with their established operational headquarters; Monin

with their regional distribution centre; Air Liquide's Smart Innovative Operations Centre as well as the Naval Group's development centre for their Combat Monitoring System (CMS).



# National Automotive Policy 2020: Gearing Towards Connected Mobility

**G**lobally, the automotive industry is undergoing an immense transformation. It is widespread across the industry, and it is being driven by a pertinent element such as industry 4.0 and efforts towards digitalisation of the entire value chain.

Industry 4.0 has opened up the possibilities of digital transformation in automotive and increases its importance for the automotive industry stakeholders to work within the mobility ecosystem.

Elements such as artificial intelligence, Internet of Things (IoT), additive manufacturing, robotics, cloud computing and machine learning has led companies across the value chain to become more efficient, flexible and responsive towards developing new business model including creating a new approach to engage customers as well as to deliver products and services.

Throughout 2019, the Malaysian automotive sub-sector has produced 571,632 motor vehicles. Of these, 534,115 are passenger vehicles and 37,517 are commercial vehicles. However, in 2019, a total of 604,287 motor vehicles were sold, comprising 550,179 passenger vehicles and 54,108 commercial vehicles.

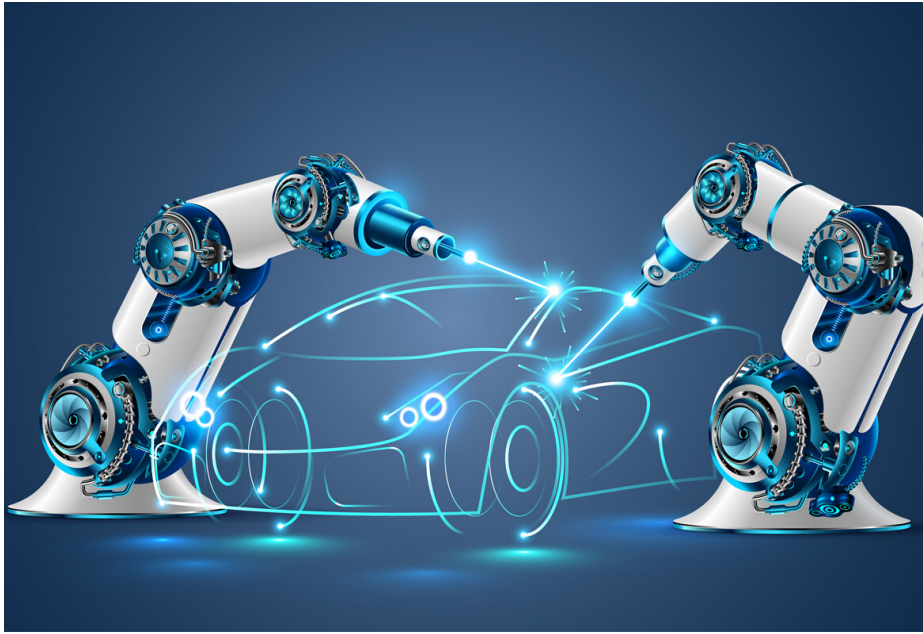
As for sales, Malaysia's Total Industry Volume (TIV) grew 1.0 per cent to 604,287 units in 2019 from 598,714 units recorded in 2018. Looking at this trifling growth, focusing solely on these technological solutions and in isolation may not be sufficient as thriving in a new reality of global automotive industry will likely require a willingness to reinvent all the aspects of the business including necessary support and commitment from the Government.

Considering this massive transformation, the Malaysian Government has revised the National Automotive Policy (NAP) to enhance Malaysia's automotive industry in the era of digital industrial transformation from 2020 to 2030, thus enabling Malaysia to realise Connected Mobility.

The NAP was introduced on 22 March 2006 to transform the automotive industry as one of the significant contributors to our economy. Under the Third Industrial Master Plan (IMP3), 2006-2020, the NAP is one of the main thrust that outlined key directions and strategies in preparing the local automotive players towards a more competitive and sustainable automotive industry.







of value chain, human capital, indigenous technologies, aftermarket, exports, infrastructure and standards/regulations.

MIDA encourages local or foreign industry stakeholders to participate in the development of the local automotive industry especially towards exploring the possibility of conducting in-depth R&D and engineering activities, build capabilities and capacity of the local workforce, as well as to enhance exports, investments and local production volume.

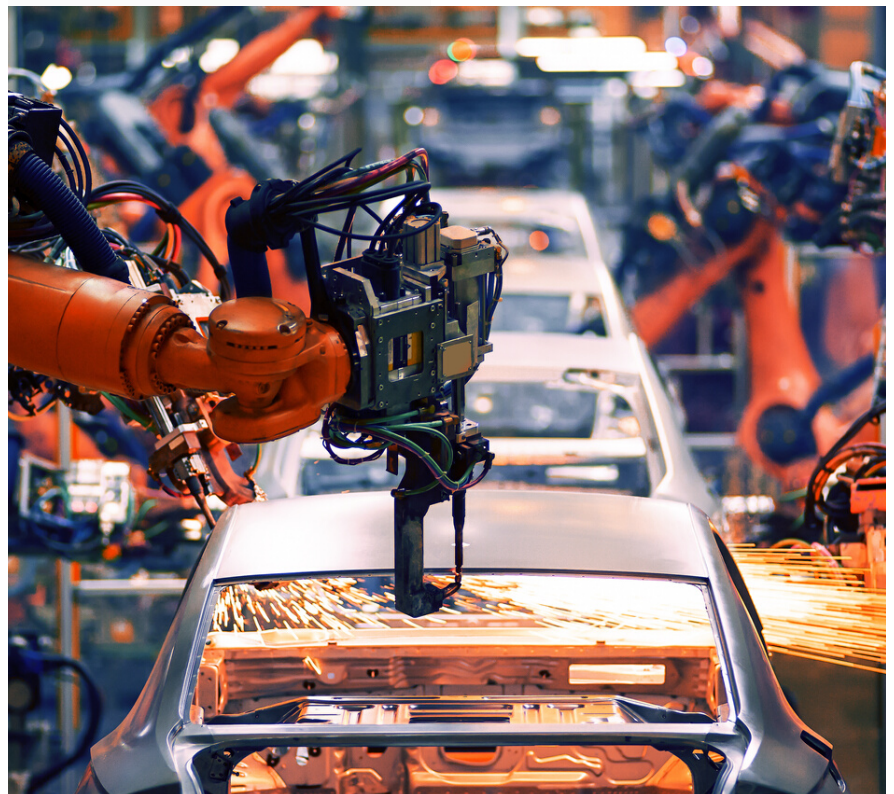
In 2009, the NAP was reviewed, to focus on enhancing the capabilities of the domestic automotive industry and creating a more conducive environment for both local and foreign companies.

The review of the NAP continued with the NAP 2014, which emphasised green initiatives, market expansion, as well as enhancement of the entire automotive ecosystem through the development of technology, human capital and supply chain. The ultimate objective of the NAP 2014 was to establish Malaysia as a regional Energy Efficient Vehicle (EEV) hub by the year 2020.

As the Malaysian automotive industry is expected to begin a challenging phase from 2020 onwards with the new technology invasion and shockwaves created across global market and emerging trends, the new NAP 2020 serves as a guiding policy to coordinate efforts by the Government and private sector to transform Malaysia into a regional centre for automotive research and development (R&D), manufacturing and sustainable development technologies.

NAP 2020 encourages new growth areas through integration of technology such as Next Generation Vehicle (NxGV), Mobility as a Service (MaaS), and Industrial Revolution 4.0 (IR4.0) which are in line with the development of future technologies. In summary, the NAP 2020 is a holistic policy that covers the comprehensive development

MIDA remains committed to ensuring that the automotive industry continues to be competitive, domestically and globally. As such, MIDA will undertake more programmes and provide its assistance and facilitation to promote the development in the specific area needed, as stipulated in the NAP 2020.



# Maritime Industry: Riding the Wave for Growth

As more trade deals are shifting towards the ASEAN region, Malaysia is gearing up to be the go-to place for trade. Malaysia's trade value is steadily increasing amidst economic challenges and on-going trade tensions globally. According to MATRADE, in 2019, Malaysia recorded its largest trade surplus since 2009 valued at RM137.39 billion, an increase of 11 per cent compared to the previous period. Malaysia aims to continue this favourable trend, making it a preferred destination for investors and businesses.

The Malaysia Shipping Master Plan 2017-2022, endorsed by the Ministry of Transport has outlined many targets for the maritime industry as the theme "Revitalising Shipping for a Stronger Economy" aims to improve every aspect of the maritime ecosystem.

Besides, the Eleventh Malaysia Plan (11MP) 2016-2020 defines at developing all the sectors driving the economy, especially the services and manufacturing sectors. It also outlined the strategies to unleash the growth of logistics sub-sectors to facilitate and enhance trade.



In line with this aspiration, major ports are expanding their capacities. Port Klang, Malaysia's largest port plans to increase its capacity by 50 per cent to 30 million twenty-foot equivalent units (TEUs) per annum by the year 2040 whereas the Port of Tanjung Pelepas (PTP) is developing a new berth that will add 3.5 million TEUs to its current capacity by the year 2025. Initiatives such as the Digital Free Trade Zone (DFTZ), which aims to intensify export and import via e-Commerce, will further drive the growth of trade in Malaysia.

While most of Malaysian trade are handled by major ports which cater containerised handling services, there is a high market potential for specialised ports for specific sectors such as the oil and gas, mining and agricultural product sectors.

Several dedicated ports that are already available include the one in Port Dickson for Shell's refinery and in Lumut which is operated by Vale of Brazil, a global leader in mining. Recent developments for specialised ports includes the Carey Island to make available for the Halal Silk Route Initiative, the Palm Oil Industrial Cluster (POIC) Lahad Datu for the palm oil industry, the Kuala Linggi International Port (KLIP) for oil and gas activities and the Kuantan Integrated Maritime Hub (KIMH) for shipbuilding, ship repair and offshore structure fabrication.

Such positive developments will create more maritime traffic into the region, therefore, creating other spin-offs such as the need for bunkering services.





## UNCTAD MARITIME CONNECTIVITY INDEX

1. China
2. Singapore
3. Korea, Rep.
4. Hong Kong (China)
- 5. Malaysia**
6. Netherlands
7. Germany
8. United States
9. United Kingdom
10. Belgium



*Source: Port Development In Malaysia: An Introduction To The Country's Evolving Port Landscape by Egide van der Heide*

In addition, the International Maritime Organization (IMO)'s enforcement on sea-going vessels to use low sulphur fuel oil will generate requirements for LNG bunkering, benefitting Malaysia as one of the world's largest suppliers of LNG. Based on Ministry of Transport (MOT), the Malaysian bunkering services accounts for about four million metric tonnes in annual fuel sales to shippers in Port Klang and Port of Tanjung Pelepas. With the bunkering services in Singapore valued at RM2 billion, Malaysia's market size is estimated to be at least three times more.

As Malaysia is strengthening efforts in making the country a leading bunkering destination in the region, with developments such as Pengerang Integrated Petroleum Complex (PIPC) and PTP, Malaysia is on track and competing closely to Singapore, the world's largest bunkering hub.

The maritime industry offers a vast amount of market potential for businesses. With vast resources (oil and gas, palm oil, timber and other agricultural products) available and strategic location as the gateway for the Southeast Asia market, Malaysia's trade will continue to strengthen.

Furthermore, Malaysia is ranked as the world's fifth-best country by the United Nations Conference on Trade and Development (UNCTAD) in terms of shipping connectivity. This has placed Malaysia among the top destination for businesses and trade. MIDA will continue to intensify efforts in promoting the industry and attract local and foreign investments to create more employment opportunities and strengthening the maritime logistics ecosystem.



# Exyte Malaysia Sdn. Bhd.

## Exyte (Formally known as M+W Group)

Exyte is a global leader in design, engineering and construction delivering high-tech facilities.

Established over 100 years ago in Stuttgart, Germany, where we laid the first cornerstone, Exyte has evolved to become a global Engineering, Procurement and Construction (EPC) contractor for high-tech facilities today. We have a global footprint operating in more than 20 countries and have over 5,600 employees worldwide who deliver many of the world's most challenging and technically demanding facilities in three strategic segments we operate in – Advanced Technology Facilities, Life Sciences and Chemicals and Data Centers.

Exyte offers a full range of services from consulting to the managing of turnkey solutions– delivered to the highest quality and safety standards. With our depth of knowledge in full lifecycle project delivery, Exyte offers expert, individual consulting to our customers for new facilities or processes, scale-up and project feasibility.

### Exyte in Malaysia

In Malaysia, Exyte strives for the highest safety standards that are beyond national standards while delivering projects ahead of schedule to enable our clients earlier access to the market.

Exyte has grown from strength to strength and established its presence in Asia 30 years ago with its first project in Taiwan. It has since expanded to other locations in Asia and has built facilities for numerous clients in the region.

In 2006, Exyte executed the first project in Malaysia, and over the last two decades, the team



**Marc Betz**  
Managing Director  
Exyte Malaysia

in Malaysia has successfully designed and built numerous high tech projects for various sectors such as semiconductor, photovoltaics, bio-pharmaceutical, medical devices and chemicals. Our key clients in Malaysia include Infineon, First Solar and Biocon, among many others. Currently, Exyte Malaysia has over 200 employees, with offices in Penang, Kuala Lumpur and Johor, delivering key projects for many valued clients located in these regions.

### World Leader in Engineering and Construction of Advanced Technology Facilities

As the global partner of choice for leading companies in the semiconductor, photovoltaic, flat panel display, battery and other associated electronics industries, we understand the specific challenges and demands of advanced technology facilities and support our clients to achieve their next technology nodes or roadmap milestones.

Exyte offers a global presence and over a century of expertise, allowing us to confidently design and/or build the “best-fit” manufacturing facility and processing environment tailored to your specifics and core requirements.







As pioneer and leader in semiconductor fab and contamination control solutions, we know how to excel with leading-edge controlled environments, critical sub-systems, cleanroom and dry room technologies. Our fab solutions are leading edge in technology and custom-designed to meet individual flexibility, cost-efficiency and schedule targets, all under stringent sustainability, safety and environmental control requirements. We provide the optimum infrastructure in fab projects, as well as sub-systems of all shapes and sizes to industries where leading-edge contamination control is as vitally important as meeting economic and ecological constraints.

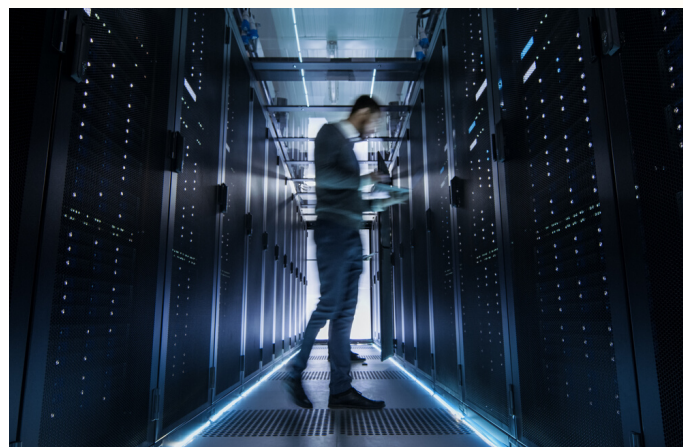
### **Design and Construction of your Future Facility: Custom-made. World-class. Turn-key.**

Our technical teams focus on providing our clients from the biotech, pharmaceutical, speciality chemical, food and nutrition, medical devices, and consumer care industries with a facility that operates safely, economically and sustainably. Exyte provides value-added solutions to the industry – from assessing the project feasibility through engineering works to executing a project by relevant standards and procedures.

In the Life Sciences and Specialty Chemicals segment, Exyte employs technology leaders specialising in GMP and FDA/EU consulting,



site master planning, single-use technologies, continuous manufacturing, modular design, and more. We offer expert solutions and services, from project planning to the construction of complex and sustainable processing plants and buildings. With a portfolio of projects we have completed for clients across the globe, our team is skilled at the implementation of Greenfield as well as brownfield projects under several contracting options.



### **Global Data Centre Design and Construction**

Through an integrated project delivery approach, Exyte has designed and delivered many highly efficient, low power usage effective Data Centre projects for high-performance computing, state-of-the-art modular Data Centres and large-scale cloud and enterprise Data Centre clients around the globe.



Exyte is at the forefront of facility trends in Data Centres, which allows us to deliver a Data Centre facility designed with our client's operations in mind.

The numerous safety awards received along with recognition from government bodies and clients alike stands testament to Exyte's continued commitment to safety.

In September 2019, Exyte Malaysia received two prestigious awards from the Malaysian Occupational Safety and Health Practitioners'

Association (MOSHPA) in the category of OSH Management in Advanced Technology Facilities. We are proud to have been awarded the Platinum Diamond and Gold Premier awards.

Through our local expertise, coupled with Exyte's strong German heritage, our projects are executed safely, on time and to the highest quality.





# MIR VALVE



**Stasi Prandalos**  
Chief Executive Officer  
MIR VALVE



Our customers/end-users are national and international O&G companies including Petronas, Sapura, Shell, ExxonMobil, Chevron, ConocoPhillips, ADNOC Group, Qatar Petroleum, Kuwait Oil Company, Petroleum Development of Oman, Sonatrach, Sinopec, ENI, Samsung, Hyundai, Technip, Wood and many others.

MIR VALVE is the first Malaysian manufacturer of engineered ball, gate and swing check valves in South East Asia and Pacific regions, pioneering a valve manufacturing industry that did not exist before we started operation in 2007. Being the pioneer, we could provide a level of service and commitment to the region that differentiated us from other international players.

Based in Shah Alam, our location and proximity offered unique benefits and advantages to our customers such as cost-competitive, short delivery lead times, highly skilled workforce, connectivity to air and seaports, and access to our entire domestic supply chain within a 50 km radius. Moreover, it offers easy access for visits, meetings, inspections and training.

In no less than 10 years, MIR VALVE has become a leader in the domestic market in Malaysia, and a top regional player in the Asia Pacific and the Middle East markets.

MIR VALVE is today an established global Malaysian brand having over 100 end-users and contractor approvals worldwide. As a domestic company, we are proud that our brand appears in the major Approved Manufacturers Lists of prestigious oil and gas (O&G) companies.

We export to 25 countries worldwide: from Indonesia to Thailand, Singapore, Philippines, Brunei and Australia to the UAE, Oman, Kuwait, Qatar, Algeria, Egypt to Brazil, Canada, US, to Nigeria and Angola.

We have delivered over 20,000 engineered ball valves in over 1,000 projects worldwide in installation onshore, offshore and subsea in standard and critical applications such as high temperature, cryogenic, LNG, subsea, HIPPS, Emergency Shutdown.





MIR VALVE is recognised today internationally as a top-tier MALAYSIAN brand for engineered ball valves, being one of the best exports of Malaysia in terms of technology and quality, highly reputable and with impeccable customer service and support.

MIDA has been instrumental in our formative start-up years. When we started in 2007, we were granted Pioneer Status tax incentive and subsequently grants for training, equipment and process improvement tools. MIR VALVE has positioned Malaysia in the valve industry as a country suitable for world-class engineered equipment manufacturers.



20°CL. 2500 High-Pressure Ball Valve Onshore, Algeria

## KEY FACTS

Delivered  
**20,000**  
Engineered  
Valves up to 40"

Over  
**1,000**  
projects

Export to  
**countries**  
globally

**25**

Offices in:

- Jakarta
- Shanghai
- Dubai
- Milan

Sizes 1" – 60",  
CL150-2500,  
API 3,000-  
15,000

European  
Quality  
Standards

Revenue  
**RM100 mil**  
in 2019

**16** sales  
reps covering  
**25** markets

Over **100**  
customer approvals  
globally (Vendor List)

Full range of API  
6D/6DSS/17D Ball,  
Gate and Swing  
Check Valves

**60 plant audits** by  
major oil & gas  
companies and  
industry standards

Technology  
proven in  
service



In-house Cryogenic Testing at -196°C

## OUR VALVES ARE SUITABLE FOR ONSHORE, OFFSHORE AND SUBSEA APPLICATIONS

### INDUSTRIES

- Upstream & downstream
- Onshore, Offshore, Subsea
- Exploration & Production
- Pipeline & Processing
- Refining & Petrochemical
- LNG & Regasification
- Power
- Metering and Gate Stations
- FPSO's
- Onshore Receiving Terminals

### APPLICATIONS

- Isolation On/Off
- Motor-operated (MOV)
- Shutdown & Emergency Shutdown
- RISER
- HIPPS
- Subsea
- Cryogenic/ LNG (-196 deg.C)
- High Temperature (+500 deg.C)
- Severe service
- Wellheads and Christmas Trees
- Flowlines/ abrasive services
- Turrets

For more information on the manufacturing and testing of the ball valve, please visit MIR VALVE YouTube Channel at [https://www.youtube.com/channel/UCZwuS9\\_bF0bKvQcQBWXouZA](https://www.youtube.com/channel/UCZwuS9_bF0bKvQcQBWXouZA)



# Kedah Rubber City: Choice Investment Destination for Rubber Industry Players

**Kedah Rubber City (KRC)** is the first dedicated Rubber Industrial Park in Kedah, covering an area of 1,244 acres (54 million sq.ft). KRC is envisioned to accelerate the development of the Malaysian rubber industry and is positioned to be the regional high-value rubber industrial hub in ASEAN. Strategically located within the "Rubber Belt" of the Malaysian-Thailand border, KRC is designed to leverage on the abundance of raw rubber supply and develop a complete ecosystem for the rubber industry in the Indonesia-Malaysia-Thailand Growth Triangle (IMT-GT) area.



The development of this high-impact strategic project in the Northern Corridor Economic Region (NCER) will link the value chain of the rubber industry to become a global growth hub that is led by the private sector.



*(Kedah Rubber City is Strategically Located at the Malaysian-Thai Border)*



To date, the Malaysian Government has approved a budget of RM417 million for the development of KRC, including a world-class infrastructure for high-value rubber industry players.

KRC will leverage on Malaysia's position as the global leader in the rubber industry with research skills in technological advancement and niche rubber production. Upon

completion, the industrial park will provide a conducive ecosystem for sustainable rubber-based industry development in NCER through the provision of high-technology, innovation and specialised knowledge content with an emphasis on high value-added products.



Advanced  
Latex  
Products

Tyre & Tyre  
Related  
Products

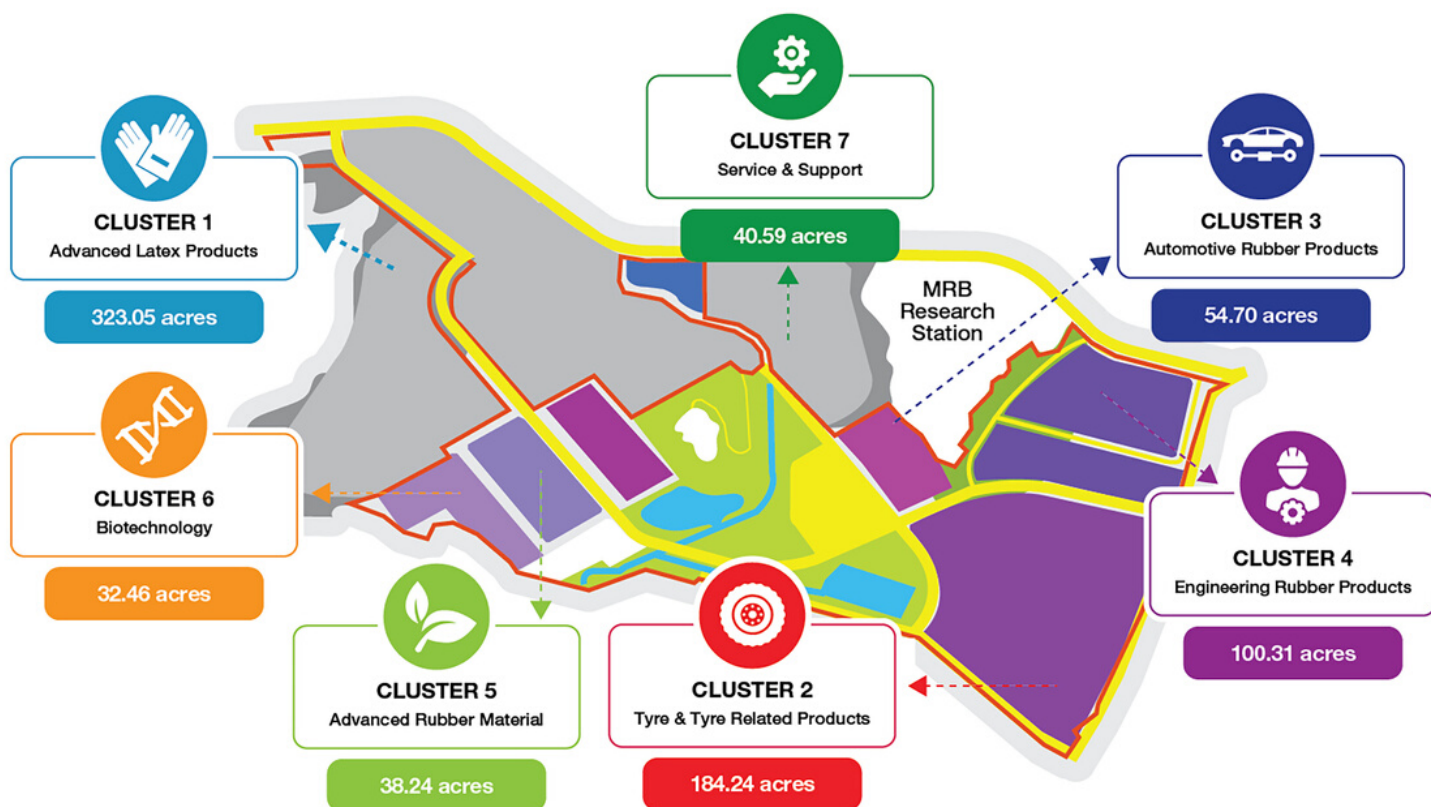
Automotive  
Rubber  
Products

Engineering  
Rubber  
Products

Biotechnology

Advanced  
Rubber  
Materials

Service &  
Support

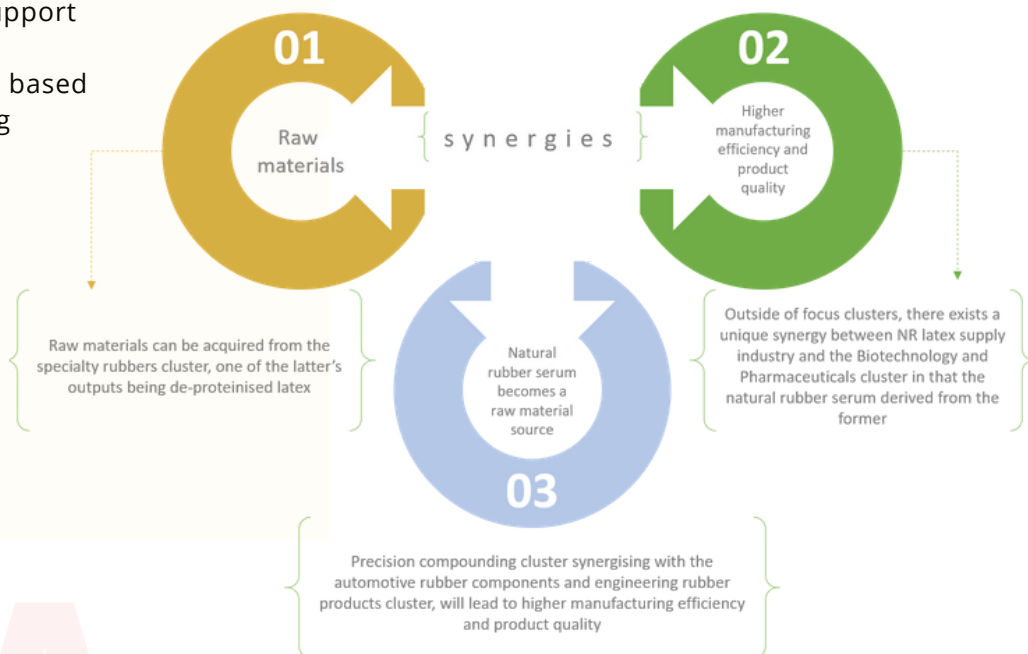


KRC will specifically focus on 7 clusters:

- Cluster 1: Advanced Latex Products
- Cluster 2: Tyre and Tyre-Related Products
- Cluster 3: Automotive Rubber Products
- Cluster 4: Engineering Rubber Products
- Cluster 5: Advance Rubber Products and Rubber
- Cluster 6: Biotechnology
- Cluster 7: Service and Support

They will also have technical support such as world accredited testing facilities, up-skilling employees to meet Industry 4.0 technical know-how, as well as R&D support either on a fully outsourced approach or on project specific bases.

These clusters are selected based on their impact in providing investors with exposure to growing world markets and maximum commercial success with the potential to transform regional and global players in their respective fields. Investors in KRC will have wide market potential, including the IMT-GT and ASEAN.



*(Synergies Among Focus Clusters)*





The regional development authority, Northern Corridor Implementation Authority (NCIA), is developing partnerships with neighbouring countries through the IMT-GT platform to support and accept products produced in KRC.

With the first phase of development in KRC ready to receive investors by June 2020, the Malaysian Government welcomes large and medium-scale investors from domestic and foreign companies to invest in the KRC that would link the region's major rubber producers in IMT-GT. Investors can look forward to supporting in terms of supervising and managing their specific needs within KRC in terms of infrastructure as well as support services. A comprehensive Special Tax Incentives Package detailing allowance and exemptions is also available for KRC investors.

For more information on Kedah Rubber City, please contact:

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Drop your enquiries at:



[investment@ncer.com.my](mailto:investment@ncer.com.my)



<https://bit.ly/38D1cAT>



*Earthworks and infrastructure work in progress.*



*Working visit of Mukhriz Mahathir, The Hon. Chief Minister of Kedah to assess progress at KRC site on the 6th of February 2020.*

# MIDA Reaffirmed Commitment on Strategic Partnership at HSBC Multinational and Subsidiaries Event

Malaysia's strategic importance within the ASEAN and the wider region continues to make the nation a magnet for investors.

Riding on this, the Malaysian Investment Development Authority (MIDA), together with HSBC, have formed a strategic partnership to continue facilitating the establishment and expansion of multinational corporations in Malaysia.

Giving the Keynote Address during the HSBC Multinational and Subsidiaries Event on 16 January 2020, Dato' Azman Mahmud, CEO of MIDA reaffirmed both organisations' commitment to support the

national agenda of attracting more quality investments into Malaysia. MIDA and HSBC look forward to greater investor-engagements, particularly in areas that are high value-added, capital-intensive and knowledge-intensive.

For more than 130 years, HSBC has played an important role

in Malaysia's growth and development.

HSBC's history in Malaysia dates back to the very start of the banking industry in this region. Today, the Bank boasts of a global network, providing access to more than 90% of the world's GDP, trade and capital flows.





## Manufacturing Projects Implemented in Negeri Sembilan **Created over 100,000 Jobs**

MIDA organised the Invest Series: Unfolding States' Business Potential, which focused on Negeri Sembilan, on 21 February 2020 at MIDA headquarters. The event successfully attracted over 200 participants ranging from business chambers, associations and embassies as well as industry players from the services and manufacturing sectors.



"Malaysia continues to be a preferred investment destination despite the challenging global economic environment. Negeri Sembilan has been one of the recipients of these investments. The close working relationship between the Federal and State Government is key to developing and improving the state's standing in the country," said Mr. Arham Abdul Rahman, Deputy Chief Executive Officer I, MIDA at the event.

Mr. Arham also urged local and foreign companies to participate in the Economic Accelerator Projects (EAPs) along the East Coast Rail Link (ECRL) corridor. MIDA established the East Coast Rail Link (ECRL) team in May 2019 as a dedicated contact point to facilitate and promote the development of the Economic Accelerator Projects (EAP) along the ECRL corridor. The 640-kilometre ECRL project is expected to be completed by December 2026, with the realigned track passing through 20 stations that will span from Kota Bharu (Kelantan) through to Port Klang (Selangor).



The EAPs will include the development of industrial parks in the East Coast and West Coast of Peninsular Malaysia to attract trade and investments along the ECRL corridor.

Also, the State Government encourages more investors to invest in the Negeri Sembilan's new growth area, namely the Malaysia Vision Valley (MVV 2.0). Spanning 153,411 hectares covering districts of Seremban and Port Dickson, the area has been earmarked to be the extension to the Greater Kuala Lumpur conurbation. Located at the south of the Klang Valley, MVV 2.0 is the natural destination and sponge for the spillover impacts of the Klang Valley where developments thrive. The investments in MVV 2.0 need to be in line with the four economic clusters highlighted in the Comprehensive Development Plan (CDP) of MVV 2.0. The State Government will facilitate the whole process with end to end handholding exercise in ensuring the smooth sailing of the investment realisation in the area.



# Seminar on "The Growing and Expanding Opportunities in the East Coast Economic Region"



MIDA in collaboration with the East Coast Economic Region Development Council (ECERDC), UOB Malaysia, and Viknesh and Yap Law Firm, organised a seminar namely, "The Growing and Expanding Opportunities in the East Coast Economic Region" on 27 February 2020. With over 100 participants from various industries, the event featured a line-up of speakers who provided insights on business opportunities and facilities available for companies to invest in the Economic Accelerator Projects (EAPs) along the ECRL Corridor.

In his welcoming remarks, Mr. Ahmad Khairuddin Abdul Rahim, Deputy Chief Executive Officer II of MIDA said, "MIDA is optimistic that through the EAPs, the rail project will contribute towards bridging the development gap between the east and west coasts of Peninsular Malaysia, given the potential growth for industrial, commercial and tourism sectors in the Region.

Companies must take advantage of the various initiatives that are available such as Pioneer Status, Investment Tax Allowance, Automation Capital Allowance and grants such as the Domestic Investment Strategic Fund (DISF) and Digital Transformation Acceleration Programme (DTAP) to grow their business in the country."

Mr. Baidzawi Che Mat, Chief Executive Officer of ECERDC, credited the ecosystem of public-private partnership, implementation of strategic infrastructure projects and inclusive human capital programmes, which have turned ECER into an attractive investment destination resulting in the Region's rapid growth. "We have achieved significant progress despite the global economic challenges by working closely with the relevant government agencies and the private sector to attract and facilitate more private investments in the ECER. With what has been achieved in the ECER so far, we are confident that our Region has begun the next leap of socio-economic growth.

As we continue to work closely with MIDA and other domestic and international investors, we will continue to spearhead ECER's rapid growth to become a competitive, dynamic and vibrant investment destination. This, in return, will benefit the rakyat through the creation of jobs and entrepreneurial opportunities," said Mr. Baidzawi.





### Engagements with Strategic Partners:

**HSBC Malaysia**

**22 January 2020, HSBC Ampang, Kuala Lumpur**

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### Malaysia-Norway Business Council (MNBC)

**5 February 2020, Norwegian Ambassador's Residence, Kuala Lumpur**

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## Highlights of February >>>



On 3 February 2020, Dato' Azman Mahmud, CEO of MIDA, received a courtesy call from the Ambassador of Switzerland to Malaysia, H.E. Andrea Reichlin, at MIDA headquarters.



On 7 February 2020, the Director of MIDA Frankfurt met with the Thailand Board of Investment and the Philippine Department of Trade and Industry to plan on the 6th iteration of Annual ASEAN Investment Forum in Hamburg, Germany. Since its inception in 2016, MIDA has been taking a leading role in organising the event with the ASEAN counterparts.



A total of 150 participants representing French companies operating in Malaysia attended the dialogue session with Tun Dr. Mahathir Mohamad on 11 February 2020 at Cyberjaya, Selangor.



On 13 February 2020, Murata Electronics (Malaysia) Sdn. Bhd. a Japan-based company built its new plant in Perak to manufacture electronic components for sophisticated mobile devices and electric vehicles in Bemban Industrial Estate, Batu Gajah, Perak.





On 13 February 2020, MIDA received a visit from the Erican College of Accountancy (KLCC Campus). The delegation consisted of 26 students and two lecturers. The objective of the visit was to gain knowledge on foreign and local investments and industrial development in Malaysia.



Sophia Engineering Malaysia, a scientific and technical engineering company, which is also a subsidiary of Sophia Engineering, France, had an inauguration ceremony of its new premises at Menara Prestige, Kuala Lumpur on 14 February 2020.



The Director MIDA Frankfurt, Mr. Yusri Hasnan Chu met with the President and Vice President of the German-Asian Business Circle (DAW) on 14 February 2020 to discuss on organising a business forum on investment opportunities in Malaysia.



On 17 February 2020, MIDA received a courtesy visit by officials from Okayama International Business Association.



The Foreign Direct Investment Division of MIDA led by Mr. Sikh Shamsul Ibrahim had a fruitful discussion on Malaysia's current business and economic outlook with the Social Economic Research Center (SERC) of the Associated Chinese Chambers of Commerce and Industry of Malaysia (ACCCIM) on 24 February 2020.



The Committee Members of the Malaysia New Zealand Chamber of Commerce visited MIDA headquarters on 25 February 2020. During the discussion, Mr. S. Sivasuriyamoorthy, Executive Director of Investment Promotion highlighted MIDA's role in spearheading the nation's investment agenda.



MIDA Mumbai, and Malaysia External Trade Development Corporation (MATRADE) with the support of the Maharashtra Chamber of Commerce and Industry and Agriculture organised a mini-seminar on Doing Business in Malaysia on 25 February 2020. The event successfully attracted around 35 participants from various sectors.



Dato' Azman Mahmud, CEO of MIDA, met with Ms. Anna from Hernan Corporation, a local manufacturer of processed durian and other fruit products on 27 February 2020 at MIDA HQ. The company is also a recipient of the Domestic Investment Strategic Fund (DISF) for modernisation and upgrading of its facilities and equipment.





The Director of MIDA Terengganu and MIDA's ECRL Unit had a fruitful meeting with the State Government of Terengganu on the development of the initiatives relating to investment and development along the ECRL Corridor on 26 February 2020.



On 26 February 2020, MIDA had an insightful engagement session with the President of Malaysia-China Chamber of Commerce (MCCC), led by Datuk Tan Yew Sing and his senior Committee team to discuss on investment promotion collaborations.



Dato' Azman Mahmud, CEO of MIDA received a courtesy visit by the officials from the Malaysia-Qatar Business Council (MQBC) a non-profit organisation based in Qatar on 26 February 2020 to promote the economic and commercial activities, and investments between Malaysia and Qatar.



On 27 February 2020, the Director of MIDA Frankfurt, Mr. Yusri Hasnan Chu had a good meeting with the Senior Director International Affairs of German Electrical and Electronic Manufacturers' Association (ZVEI) to plan for a business visit of the association members to Malaysia in 2020.



MIDA, led by Mr. S.Sivasuriyamoorthy, Executive Director of Investment Promotion, participated in the first meeting of the Malaysia-Russia Business Council (MRBC) on 27 February 2020.



Smith+Nephew, the global medical technology business, had the groundbreaking ceremony of its new high technology manufacturing facility in Batu Kawan Industrial Park, Penang on 28 February 2020. The 250,000 square-foot facilities will create up to 800 jobs for Malaysians.



On 29 February 2020, Dato' Lokman Hakim, Secretary-General of MITI together with officials from MIDA, Malaysia Automotive Robotics and IoT Institute (MARii), Malaysian Ministry of Youth and Sports, Malaysian Public Works Department, and Malaysian Prison Department visited MyRTA, a manufacturer of furniture products) and Careplus, a manufacturer of gloves to further understand the industries' needs.



On 29 February 2020, MIDA Penang together with the Advance Technology and R&D (ATRD) team from MIDA headquarters, attended the launching ceremony of Elliance i4.0 Technology Centre in Penang. The Centre aims to help industry players (LLCs and SMEs) to embark on their Industry 4.0 journey.



On 29 February 2020, MIDA Osaka met with the Vice Chairman of the Nagasaki Chambers of Commerce and Industry and Mr Masaji Yamaguchi in Nagasaki, Japan to discuss the future economic co-operation between both organisations.



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In the **property** sector, the Group is involved in property development and management of various types of properties including townships, high-rise serviced suites, office towers, industrial parks, shopping malls and golf course.

The Group's **steel** companies manufacture hot-briquetted iron, direct reduced iron, billets, steel bars, wire rods, hot rolled coils and cold rolled coils and downstream steel products such as office furniture, industrial rackings and safes.

The Group is also carrying out **tin, silica and sand mining** in Kuala Langat in Selangor.

In the **services** sector, **Parkson Credit** offers consumer financing for purchase of motorcycles and household appliances, whilst **Secom Malaysia** provides total integrated security services for residential and commercial properties.



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## MIDA IN THE NEWS

- Business sentiment in Malaysia to remain good - MIDA official

## MALAYSIA RANKING

- Malaysia rises nine spots to 43rd in Democracy Index

## ECONOMY NEWS

- Diversified export market serves as Malaysia's antidote against coronavirus impact
- Economic stimulus package a good idea amid virus outbreak, say economists
- Malaysia remains attractive investment destination for Japanese firms
- NCI approves five manufacturing and services projects worth RM4.6 bil
- Malaysia's attractive position draws French investment
- UK sees Malaysia as possible gateway to Asia-Pacific trade
- Terengganu ECRL to cost RM15 bln, create 23,000 new jobs – MB
- Negeri Sembilan continues to attract investments – Exco
- Malaysia can be attractive investment destination for Japanese firms
- Economic Stimulus Package provides growth insurance for Malaysia
- Highlights of 2020 Economic Stimulus Package
- MITI assures investors that Malaysia's economic agenda remains on track

## INDUSTRY NEWS

- Sabah launches own cooking oil brand
- Rubber gloves demand jumps 100% globally
- OM Sarawak to complete hot commissioning of plant
- LAM Research expands into Malaysia
- Jabil launches largest healthcare manufacturing solutions provider
- XME business park sets benchmark for MVV 2.0 industrial and commercial development
- ChemOne to build US\$3.4b aromatics plant in Johor
- Barkath to diversify into food sauces and personal hygiene products
- Sabah to focus on downstream industries to capitalise on natural resources, says CM
- MSC: Full smelting operations at Pulau Indah plant to start soon
- MARGMA sees nearly 20 pct surge in Malaysia's glove exports in 2020
- Sarawak gas deal expected to boost downstream activities
- Pulau Indah smelter to replace MSC's Butterworth ops
- Sabah joint-venture to turn timber waste into biodegradable plastics
- Petronas committed to supporting Sarawak's O&G industry development
- NAP2020 to focus on technology
- Aerospace sector to rebound after Covid-19 crisis
- Malaysia can be electric car hub
- NxGV, MaaS & IR 4.0 are three main new elements of NAP 2020 – MITI
- Malaysia will be test bed for NxGV – analyst
- Automotive policy to benefit national carmakers the most
- Techbond collaborates with MPOB in pioneering palm oil-based industrial adhesives





## SERVICES NEWS

- Allianz, Cenergi to team up in promoting solar energy
- Digital transformation among top priorities for businesses this year: MIA survey
- RM23.2 mil allocated to implement 5GDP in Penang
- Serba Dinamik to launch D'Virtual Park
- SGV to expand to Southeast Asia, including Malaysia
- CJ Century acquires related company for RM100m to expand logistics business
- Awareness on RE improving, to drive Malaysia's solar industry higher
- Malaysia's 5G technology to focus on nine industries
- Advancecon ventures into solar renewable energy sector
- RAM ratings maintains stable outlook on Malaysian power sector
- Ditrolic Solar, UOB Malaysia to help firms adopt renewable energy
- Petronas unveils breakthrough technology in structure health monitoring

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2

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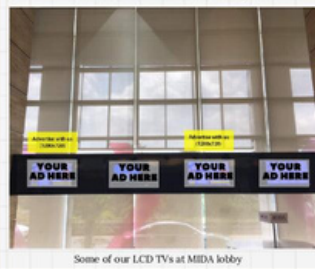


### OUR COMMUNICATION TOOLS

3

#### Digital Signages

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



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Homepage	RM1,500 per week
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<b>Banquet Hall</b> (230 pax)	Inclusive of: • Basic AV System	3,000	3,500
<b>Perdana + Banquet Hall</b>	Inclusive of: • VIP Holding Room • PC Room • Basic AV System	7,500	9,000
F&B Packages*		G	P
<b>A</b>	Inclusive of: • Refreshment • Tea Break • Lunch • Hi-Tea	From RM100/ pax	
<b>B</b>	Inclusive of: • Refreshment • Tea Break • Lunch	From RM80/ pax	
<b>C</b>	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  
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<b>Sigma/Gamma Room</b> (40 pax)	Inclusive of: • Basic AV System • 1 Flipchart • 2 Mahjong Paper • 2 Marker Pens	850	950
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F&B Packages*			
<b>A</b>	Inclusive of: • Refreshment • Tea Break • Lunch • Hi-Tea	From RM100/ pax	
<b>B</b>	Inclusive of: • Refreshment • Tea Break • Lunch	From RM80/ pax	
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### 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](http://www.mida.gov.my) or email us at [investmalaysia@mida.gov.my](mailto:investmalaysia@mida.gov.my).

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