

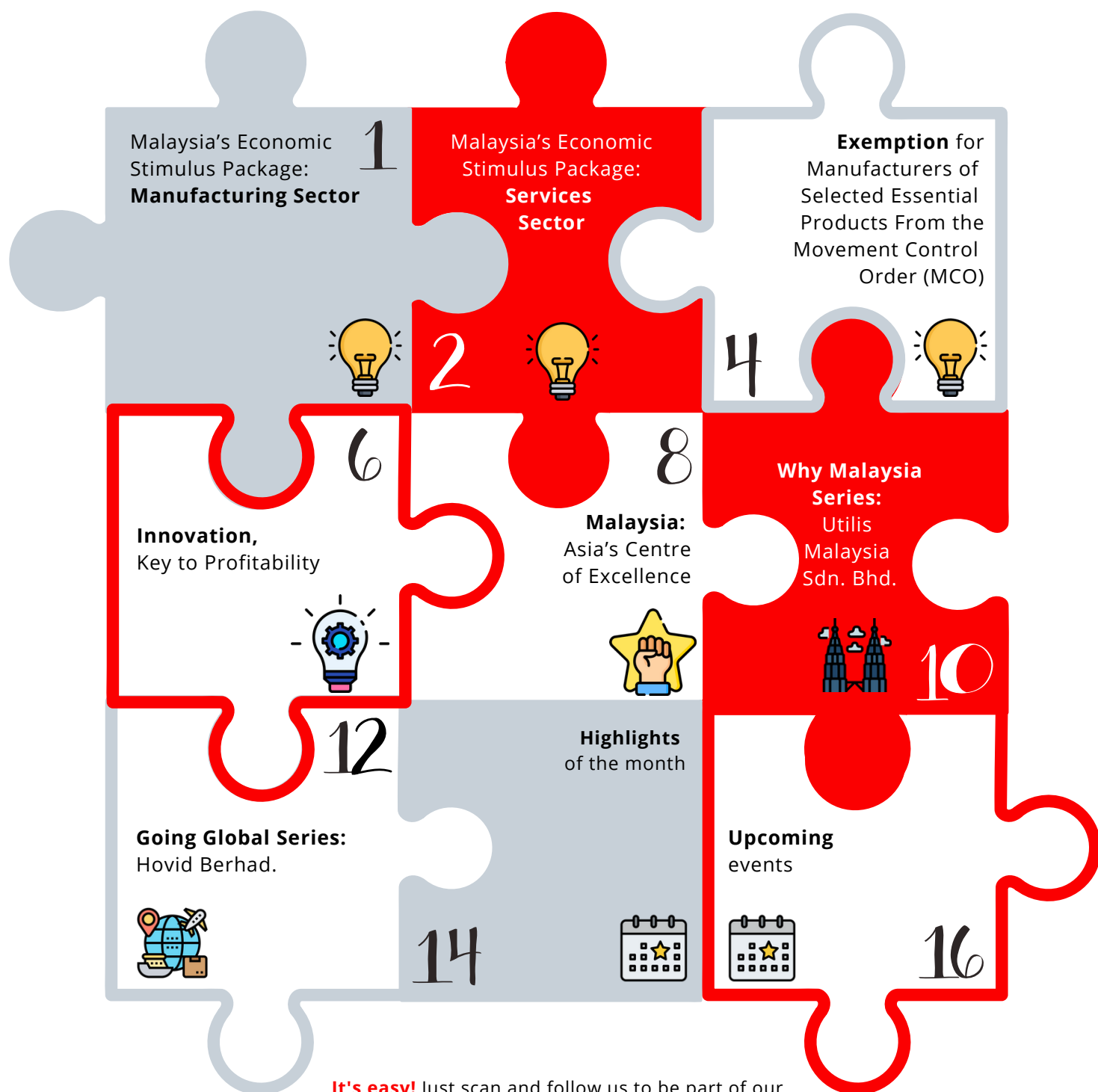


Mar  
2020  
Issue

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



# Content >>>



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# Malaysia's Economic Stimulus Package: **Manufacturing Sector**

**Profit estimates for 2020 can be revised without penalty**



**Deferment of monthly income tax installment payments for SMEs** for a period of 3 months starting from April 2020

**Tax deduction/ capital allowances** on disposable/ non disposable PPE expenses



**Stamp duty exemption on loan agreement** from March to December 2020



**Accelerated capital allowances** over a 2 year period on machinery and equipment including ICT



**Tax deduction of up to RM300,000** on renovation and refurbishment cost from March to December 2020

**Discount between 15% and 50%** in stages on **monthly electricity bills** for 6 months starting from April 2020

**Free internet subscription** from April 2020 until end of MCO



**6 months rental/ lease exemption** for tenants of premises owned by Government/ State Government/ Local Authorities/ GLCs

**Monthly wage subsidy of RM600** for 3 months for employees earning less than RM4,000/month

**EPF contribution by employees reduced to 7%** starting from 1 April 2020 until 31 December 2020

EPF contribution by employer: **options for deferral, restructuring and rescheduling of payments**

**HRDF levy exemption** for a period of 6 months starting from April 2020

**HRDF to fund an additional 40,000 employees**



**6 months payment moratorium** comprising restructuring and rescheduling loans

**6 months payment moratorium from April 2020 on loans from TEKUN, MARA, co-operative and government agencies providing financing to SMEs**

**RM5 billion Special Relief facility at 3.5% interest rate** by BNM for SMEs

**RM6.8 billion for all economic sectors (AES)** to improve SMEs access to financing

**Automation and Digitalisation** facility at interest rate of **3.75%** by BNM for SMEs

**Microcredit facility at 2% interest rate** and no collateral by BSN



**Agrofood facility at 3.75% financing rate** by BNM for Malaysian SMEs



**Working Capital Guarantee Scheme** by Danajamin from May to December 2020



CGC financing through **BizMula-I** and **BizWanita-I** for SMEs with business track record **less than 4 years**

**Guarantee Scheme** through SJPP with 80% guarantee rate

**Securities Commission Co-Investment Fund** for investment in early-stage and growth-stage Malaysian companies

**Grant for small enterprises** to sell and market products on e-commerce platforms

Wider network of **food storage facilities** by FAMA



**Subsidised short courses** in digital skills and highly skilled courses



**RM20 million funds for TVET** skills training conducted by State Skill Development Centre (SSDC)

**Expansion of scope of value added** activities carried out in LMW and FIZ



# Malaysia's Economic Stimulus Package: **Services Sector**

**Profit estimates for 2020 can be revised without penalty**



**Deferment of monthly income tax** installment payments for **tourism sector** for a period of 3 months starting from April 2020

**Service tax exemption for hotels** for a period of 6 months starting from March 2020



**Import duty and sales tax exemption** for 3 years from 1 April 2020 on machinery and equipment in port operations

**Double deduction** on pre-commencement expenditure for establishment of regional office by international shipping companies



**Tax deduction of up to RM300,000** on renovation and refurbishment cost from March to December 2020



**Tax deduction/ capital allowances** on disposable/ non disposable PPE expenses



**Stamp duty exemption on loan agreement** from March to December 2020



**Accelerated capital allowances** over a 2 year period on machinery and equipment including ICT



**Discount between 15% and 50%** in stages on **monthly electricity bills** for 6 months starting from April 2020



**Free internet subscription** from April 2020 until end of MCO



**Monthly wage subsidy of RM600** for 3 months for employees earning less than RM4,000/month

**6 months rental/ lease exemption** for tenants of premises owned by Government/ State Government/ Local Authorities/ GLCs

**Rebate on rental** for premises at the airport, landing and parking charges by MAHB



**EPF contribution by employees reduced to 7%** starting from 1 April 2020 until 31 December 2020



EPF contribution by employer: **options for deferral, restructuring and rescheduling of payments**

**HRDF levy exemption** for a period of 6 months starting from April 2020

**Double deduction** on expenses incurred on approved **tourism-related training** approved by MOTAC

**HRDF to fund an additional 40,000 employees**



**Subsidised short courses** in digital skills and highly skilled courses





# Malaysia's Economic Stimulus Package: **Services Sector**

**RM20 million funds for TVET** skills training conducted by State Skill Development Centre (SSDC)



**6 months payment moratorium** comprising restructuring and rescheduling loans

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**Expansion of scope of value added** activities carried out in LMW and FIZ

# Exemption for Manufacturers of Selected Essential Products From the Movement Control Order (MCO)

LIST OF CRITICAL PRODUCTION SECTORS ALLOWED TO CONTINUE OPERATIONS  
SUBJECT TO APPROVALS AND CONDITIONS BY THE MINISTRY OF INTERNATIONAL TRADE  
AND INDUSTRY (MITI)

## A. List of Essential Products

### Food and beverage items including imported items

- Rice
- Sugar
- Vegetable, animal oils and fats
- Flour and All Grain Mill Products
- Bread and confectionery
- Water
- Dairy products- milk, infant formula
- Condiments and Spices
- Canned food
- Meat
- Chicken
- Animal feed
- Processed fruits and vegetable
- Dry food such as instant noodles and biscuits
- Coffee and tea



### Agriculture and fisheries including imports

- Fish and Seafood
- Fruits
- Vegetables



### Pharmaceutical- all chemicals and drugs production



### Household products

- Detergents
- Disinfectants
- Sanitisers
- Personal care items
- Toilet paper and tissue paper



### Personal Protective Equipment (PPE) including Fire Safety Equipment and Medical Attire including face mask and rubber gloves



### Packaging materials and printing including ink for food, medical and pharmaceutical products



### Medical and surgical devices



### Parts for medical devices, components for ventilator machine



## B. List of Products that are Part of the Supply Chain of Essential Products

### Oil and Gas



### Petrochemicals

- PTA and PET RESINS
- Polyester fibres and filaments
- Polypropylene and polyethylene
- ABS and MABS resin
- Maleic Anhydride
- PVC Paste resin
- Expanded EPE
- Impact modifiers and processing aids
- Styrene Monomer
- Styrene Butadiene Latex
- Polystyrene



### Chemical and Chemical Products - Fertiliser and Pesticide



### Electrical and Electronics (E&E) including semiconductor



## COMPULSORY CONDITIONS FOR APPROVED COMPANIES

1. Company should reduce the number of employees to a **minimum level** or by at least **50% of current or registered employees** for this period of the Movement Control Order.



2. Company is required to fulfil the demand and need of the **domestic market** for the products and services.

3. **Submit to Ministry of International Trade and Industry (MITI) the list of employees (Name and Identity Card Number) involved** during this Movement Control Order period and to ensure that the movement of the employees involved are limited to the journey between factory and home.



4. **Prepare body temperature scanner equipment and take temperature** of each employee **every day at entrance** of factory/ premise. The daily temperature readings are to be recorded and filed for reference.



5. Company to **immediately contact nearest Health Department** or Government Hospital if employee's body **temperature is above normal**.

6. Employees to **strictly adhere to the COVID-19 preventive measures** as issued and updated by the Ministry of Health from time to time.



7. Company must **provide hand sanitiser at all entrances** of the factory /premise and all other related areas within the factory/ premise as well as ensure **use of face mask** by each employee.



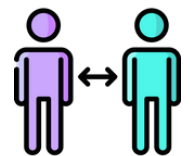
8. Company must **carry out sanitation/ disinfection process** at the factory/ premise **before each shift or before start of operation** every day.

9. The **sanitation and cleaning process should be carried out three (3) times a day** especially in common areas such as lobbies, elevators, cafeterias, meeting rooms, prayer room, factory bus/workers' transport and any indoor recreation centre.

10. Company must ensure that **factory bus/ workers' transport is disinfected** every time before use.



11. Company must **ensure and implement best-practices guidelines on social distancing** especially at the production facility (production floor), cafeteria/canteen; meeting rooms; and multipurpose hall.



12. **Company is responsible for full medical cost and disinfecting the factory** premise in the event that an employee is found to be infected with COVID-19.



13. Government stresses that **the exemption can be cancelled and revoked** if company is found to not comply with the conditions.

14. **Government has the right to amend** the conditions depending on the situation.



# Innovation, Key to Profitability

Qualities of innovative nature are essential for every country. This is important to maintain sustainability by making a continuous improvement that opens up to all kind of opportunities for potential new market and products/activities. Based on the 2019 Global Innovation Index, released by The World Intellectual Property Organisation (WIPO), it is found that Asia's innovation index is increasing despite experiencing an economic slowdown.

Malaysia realises the importance of technology enhancement to foster the country's socio-economic development by developing its technological resources and innovation initiatives through vivid interactions between the three main stakeholders, i.e. academia, industry and the government. This strategy called 'The Triple Helix' initiated by Etzkowitz (1993) and Etzkowitz and Leydesdorff (1995) is not only able to grow innovation but also able to increase the efficiency of manufacturing processes, improving the quality of manufactured products and services which directly benefiting the overall national economy.

The Smart Manufacturing concept has now become a global norm. A lot of changes are occurring worldwide, and people are discussing the challenges associated with this new revolution where automation and connectivity will impact the way businesses are operated today.



Malaysia, being one of the strongest producers of machinery and equipment (M&E) in ASEAN, particularly in the electrical and electronics (E&E) industry, has taken this change as a competitive advantage. Companies involved in this segment continue to strengthen its position to innovate, develop and produce higher value-added products. Its cross-cutting linkages with the primary, manufacturing and services sector have proven to be the key to accelerate Malaysia's economic growth.

To date, there are more than 1,900 implemented projects in M&E sector in Malaysia, cutting across multiple fields such as specialised M&E for specific industries, general industrial M&E, modules and industrial parts, power generation and remanufacturing of M&E with total investments as at 2018, amounted to RM29.6 billion and total employment of 114,341. Out of this number, Malaysia has more than 120 major companies that are fully capable of catering

for higher applications, mainly in these industries, i.e. advanced fully-automated handling systems, robotics and factory automation systems. Some outstanding players include Vitrox, Pentamaster, UMS, Multitest, Advantest, SRM and Muehlbauer have achieved international recognition and making Malaysia a vital supply chain.

Also, MIDA noted that Malaysia's engineering supporting industry (ESI) had proven itself a dynamic and resilient one, fully capable of providing the vital support to enhance the growth of the manufacturing and services sectors' needs. In this regard, ESI can be regarded as the 'mother' of all other industries, as it serves as the fundamental base for their growth. ESI has continued to grow in tandem with the country's economic development. Malaysia is recognised globally for its capabilities, consistent production quality, and fast and reliable delivery across a diverse range of engineering activities, especially when it comes to precision machining and fabrication. A total of 1,488 projects in this sector have been implemented and these have created 98,578 jobs.

In recent years, interests in both these segments are rising. This has provided extensive opportunities for the growth of innovation and R&D within the country. It is also an indicator that the M&E sector is growing more towards high value-added and high technology M&E.



Therefore, Malaysia needs to ensure the innovation initiatives for all industries, not just M&E, are effectively stimulated between academia, industry players and the government to drive this agenda by having pro-development economic policies for the country moving forward.

To address the issue on innovation, MIDA has recently proposed the establishment of an Innovation Manufacturing Alliance (IMA) concept. The IMA is expected to serve as an umbrella providing a dynamic Public-Private Innovation Network (PPIN) environment to manage the multi-disciplinary Innovation Centre (IC) from a diverse range of background. The anticipated role of IMA encompasses:

- Umbrella entity managing the ICs
- Streamlining R&D activity between each ICs
- United voice for each ICs to the Government
- Enhance and facilitate business access to leading edge technology and expertise
- Data repository for all ICs established in Malaysia

The first proposed project will be an initiative between MIDA and SIRIM to establish a Machinery Manufacturing Innovation Centre (MMIC). The Centre aims to build a strong foundation of high technology and high value-added of M&E manufacturing, including ESI through innovation. MMIC main focus areas will include:

#### **R&D, Innovation and Conformity Assessment (RDI & CA)**

- To bridge the gap from research to industrial commercialisation of high technology across the supply chain
- To escalate innovation among industry players, especially M&Es
- To support sustainable product development

#### **Smart Manufacturing**

- To accelerate the adoption of the industry through the national Industry4WRD blueprint

#### **Talent Development**

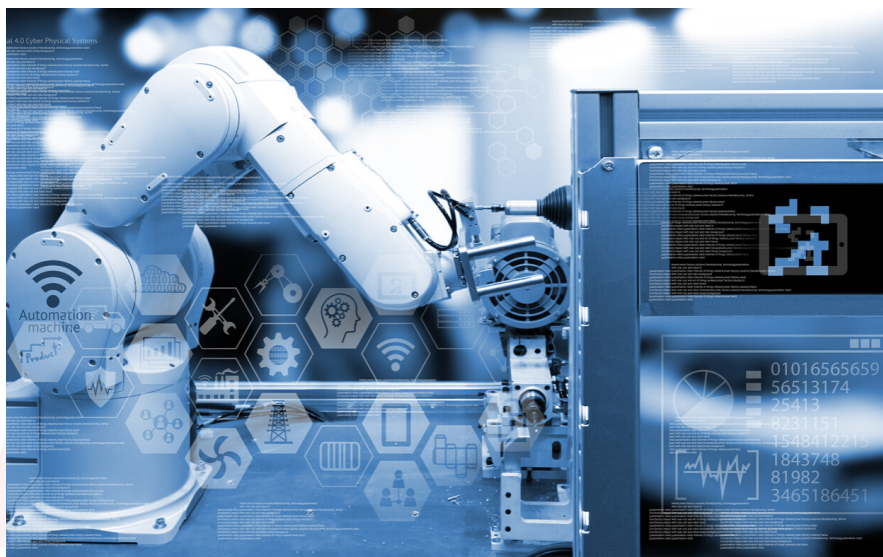
- Enhance the capabilities of the existing workforce by supporting reskilling and upskilling

All these proposed programmes under MMIC will be tailored according to the three focus areas above alongside with the industries' demands.

MMIC is designed in such a way that it shall not compete with the industry but will assist the industry in moving forward in moving up their value chain. MMIC will be leveraging on SIRIM's existing facilities that have been positioned to embrace the Blue Ocean strategy by creating uncontested market space to capture new market demand.

The essence of MMIC is to become the key focal point in addressing the M&E sector's challenges identified through various engagement sessions with the industry players and associations. MMIC will then link the industry to solution providers to serve M&E, E&E, Chemical, Medical Device, Aerospace, Oil and Gas, Rail and Food and Beverages (F&B) industries.

MIDA aspires that the proposed MMIC will attract more companies, particularly the local players to undertake innovation which will forge a way for them to penetrate the global market and to keep up with the worldwide industry trend. The right investments for innovation and technology will develop and spur growth in the whole technology sector. Hence, the proposed private-public partnership through MMIC will not only provide Malaysia with the extensiveness of vast opportunities for technology enhancement and innovation but also a vote of confidence in the country's economy.



# Malaysia: Asia's Centre of Excellence

With the rising trend of establishments of Centres of Excellence (COE) in Asia among multinational corporations (MNCs), Malaysia increasingly emerges as a popular choice of location for these operations. For many years, Malaysia has played an important role as a Regional Hub, offering strategic operations location within South East Asia, robust industrial ecosystem and a talented and multilingual workforce.

As many MNCs in Malaysia adopted international standards for operational quality and productivity, these companies train and equip local employees with critical knowledge in key skill areas, particularly in science and technology. This has driven them to make Malaysia their COE to lead strategic initiatives such as training, research and quality management in the region.



Huawei's training centre in Malaysia is a case in point. In 2012, the MNC established its Malaysia Global Training Centre (MGTC) in Cyberjaya to act as the worldwide principal focal point for English - medium training. The MGTC is Huawei's first training centre outside of China, leveraging on Malaysia's multilingual workforce to conduct training programmes for their stakeholders, represented by university students, engineers and Huawei clients.

The establishment of MGTC has significant spillover to the ICT sector in Malaysia. The centre has trained over 10,000 individuals in the latest technology areas such as 5G

and cloud computing. Additionally, MGTC's incorporation of Huawei's South Pacific Regional Customer Solutions and its Innovation and Integration Experience Center (CSIC) supports technology and knowledge transfer locally. These systems act as the company's platform to showcase its innovations to regional clients. Huawei Malaysia also actively collaborates with local ICT service providers and academic institutions to further develop ICT solutions for various applications.

ExxonMobil is another example of MNCs which operates its COE in Malaysia. In 2004, ExxonMobil began centralising IT support functions to serve its related companies in the ASEAN region. Over the years, ExxonMobil Malaysia has moved up the value chain, phasing out generic and repetitive IT functions while assuming Tier 1 IT roles that involve higher-level leadership, analytical and technical skillsets.



## ExxonMobil

Today, ExxonMobil Malaysia is a full-fledged COE, providing high-end chemical engineering and engineering computing services to support its projects in Asia. The company plays a remarkable role in training local talents in the oil and gas field and currently employs over 300 engineers with many being deployed overseas.





There are also many companies undertaking logistics and distribution activities which have established their COE in Malaysia. These centres often act as a platform to showcase best practices in supply chain management and adoption of Industry 4.0 technologies in their operations.

A leading manufacturer of automotive vehicles has recently invested heavily to transform its Regional Distribution Centre (RDC) in Malaysia into a world-class logistics hub.

The RDC will be the Group's first warehouse in the Asia Pacific to adopt smart technologies such as real-time warehouse management systems, robot pickers and glove scanners. With this RDC, the company will lead by example, highlighting the benefits of Industry 4.0 to improve productivity and efficiency, further encouraging local logistics partners to follow suit and invest in smart technologies.

As Malaysia's principal investment promotion and development agency,

the Malaysian Investment Development Authority (MIDA) is attracting more companies to set up their COEs in the country. Eligible companies, particularly those committed to train local employees in new areas of knowledge and technology as well as to develop the capabilities of local partners within their supply chain are encouraged to leverage on the readily available facilities provided by the Government and make Malaysia their COE in Asia.

# Utilis Malaysia Sdn. Bhd.

UTILIS, a French company established in the mid-90s, is today a worldwide recognised brand in the field of tactical sheltering and mobile field solutions, well known for its constant research and development (R&D) efforts and adapting to critical situations and scenario.

Used by many militaries, civil defence, and other response agencies, UTILIS Field Hospitals and Chemical, Biological, Radiological and Nuclear (CBRN) decontamination chains have been used in most of the major disasters for the last 20 years, such as the 2004 Boxing Day Tsunami, Haiti, Peru and Fukushima.

UTILIS technology became a standard to various prestigious institutions such as the US Air Force Medical Corp, French Army or even NATO, and it's fast worldwide spread even became a HARVARD Business Case Study in 2010.

Since the early 2000s, UTILIS was supplying its solutions to Japan and periodically to Singapore, without any strong marketing push which, as everybody knows, is crucial for Asian markets.

Philippe Prevost, the founder of UTILIS, was first approached by Aurélien Rouvreau and his two partners in 2010 to first distribute French made UTILIS Products in Malaysia without any local implementation.



**Aurélien Rouvreau**  
Chief Executive Officer  
Utilis Malaysia



**UTILIS**  
MALAYSIA SDN BHD

Upon identifying the market response was good - the interest of local agencies and users was undeniably positive. In 2012, an agreement to establish UTILIS Malaysia Sdn. Bhd. as a licensee of UTILIS SAS (France) was signed, granting rights to manufacture and distribute UTILIS solutions regionally, benefiting from competitive manufacturing costs and various regional foreign trade agreements.

In mid-2013, UTILIS Malaysia Sdn. Bhd. delivered its first made in Malaysia systems to a customer, offering the same quality level and service as the UTILIS factories in France and USA.







UTILIS Malaysia Sdn. Bhd. was established by two French expatriates residing in Malaysia and a Malaysian, therefore the question was more "why not Malaysia", to which none of the three partners could answer!

UTILIS products fall in greater proportions into the defence and security markets, relying on governmental budgets and political priorities. It was clear from the beginning that UTILIS Malaysia's challenge was not only to build a strong distribution network in the region but also establish a production capability allowing the licensee to cope with very volatile and variable demand.

Malaysia offers an exceptional level of capability in most of the fields required for the manufacturing of UTILIS tactical sheltering (die casting, extrusion, mechanical assembly, canvas HF welding and electrical module fabrication), which quickly led the team of entrepreneurs to adopt a subcontracting manufacturing model, bouncing on long experienced of local players.

Being the sole proprietor of all designs, moulds and patents, UTILIS Malaysia acts as a final integrator and assembler in the manufacturing process. For instance, we proudly orchestrate the collaboration of more than 15 local subcontractors and suppliers for the production of one of UTILIS tactical shelters.

In 2013, UTILIS Malaysia Sdn. Bhd. was focusing exclusively on the simple supply of tactical shelters with necessary accessories to gain local experience and strengthen its sub-manufacturing processes.

In 2018, the company became a member of the Malaysia Defence Industry Council (MDIC) and in 2019, supplying a complete field hospital to the Indonesian Air Force Medical Corp. and a 200 men camp to Pakistan. UTILIS has also provided to many other projects across Singapore, Taiwan, Thailand, Philippines and Malaysia.

The year 2019 also marked a new milestone, by developing UTILIS Malaysia's own Mobile Helicopter Base solution, supplied to an international Oil and Gas operator in Myanmar. This concept is now being proposed worldwide by the global UTILIS network, but manufactured in Malaysia!

In the last five years, UTILIS Malaysia has supplied across South East Asia, gaining a greater understanding of the regional needs and upcoming challenges, notably in the fields of natural disaster preparedness and mitigation.

UTILIS Malaysia emphasises in collaborating with local design offices and universities to bring to reality a couple of new concepts which will improve the rapidity of the responder teams - to save more lives after a natural disaster.

Malaysia offers a vast scope of advantages, sometimes not expected. Implementation should be done in stages, to get to know the country and be able to define the best implementation template to a specific activity within a particular sector. Malaysia should be seen as an adaptable yet a perennial option for regional development.





# Hovid Berhad

We are a global pharmaceutical company with 79 years of experience. We strive to improve lives through quality products with continuous innovation.

Being headquartered in Ipoh, Malaysia, we have two regional offices respectively in Hong Kong and the Philippines. Our core business is in the areas of research and development (R&D), manufacturing, sales and distribution of pharmaceutical products.

Hovid manufactures and distributes more than 400 products, comprising generic drugs, Over-the-counter (OTC) drugs, health supplements and consumer products.

We offer products with research focused innovations and contract manufacturing services too. Our products are being distributed to 50 countries and hold 1,504 marketing authorisations worldwide.



## HYH Herbal Tea

The Ho Yan Hor (HYH), famous household brand of Chinese herbal tea since 1941 was established by our founder, Dr. Ho Kai Cheong, the father of David Ho. The health tea is well-known in relieving body heat and curing common cold, by promoting self-healing. During post World War II, HYH herbal tea became a popular alternative to western medicine due to its effective relief to common cold. The Asian Flu pandemic of 1957 spread was first identified in East Asia and that subsequently spread to countries worldwide. The outbreak caused an estimated one million to two million deaths.



David Ho  
Managing Director  
Hovid Berhad

HYH offered the solution and became the most sought after household brand at that time to maintain family health until today.

David Ho, the Managing Director of Hovid is a registered pharmacist who succeeded his father and managed the company since 1980. He transformed the herbal tea business into a modern, GMP certified, global pharmaceutical manufacturing company, that Hovid is known as today.

We are proud to be the pioneer for the followings:

- FIRST to develop Chinese Herbal Tea in tea bag for easy consumption
- FIRST to develop the self-emulsifying "SupraBio System" for improved absorption of palm tocotrienols in the human body
- FIRST Malaysian company to export pharmaceuticals to worldwide
- FIRST Palm Tocotrienol publication in the renowned STROKE journal
- FIRST Malaysian pharmaceutical manufacturer to introduce Pick to Light Logistic System for improving the accuracy and effectiveness of daily operation
- FIRST to establish Malaysia's largest private Bio-Equivalence study centre

# hovid

Continuous Innovation & Quality



Hovid's quality standards have been routinely inspected and certified by more than 100 audits by various health authorities worldwide. Among them includes the National Pharmaceutical Regulatory Agency (NPRA), the US Food and Drug Administration (US FDA), the Health Sciences Authority of Singapore and many more since 1980.

In the practice of pharmaceutical quality system, Hovid strictly complies with Zero Compromise Policy. We ensure the efficacy and potency of medicine and health supplements are delivered at our best efforts. Hovid strives to build a culture of Quality Excellence within the organisation, to provide the best quality healthcare products for greater quality of life for people.

Hovid has also been certified with 1,500 marketing authorisations worldwide. Our manufacturing facilities fulfill the highest levels of quality control and assurance, conforming to PIC/s, cGMP & GLP guidelines. Our quality control laboratories are certified under ISO/IEC GUIDE 25 and well-equipped with modern and sophisticated instruments for the analysis of finished products, raw and packaging materials.

The manufacturing facilities in Perak are located at two sites, Ipoh and Chemor. Our Chemor plant has gone through recent expansion, where we have introduced high speed and large scale machines to increase our tablet and capsule production capacity by 30%.

We have invested nearly RM45 million on the new plant A which is 30% bigger than existing plant B. In addition, the new plant is designed to meet the pharmaceutical production standards of Europe, the US FDA and Australian TGA (Therapeutic Goods Administration).



The manufacturing activities include the production of Oral Solid Dosage, the preparation for Oral Liquid Dosage, Topical, Herbal Tea, Penicilin and Softgel Encapsulation.

Hovid possess strong product pipeline and new R&D centre for better quality, efficacy and safety. Our R&D team comprises a group of 40 professional scientists and laboratory executives, who have completed self-conducted 62 bioequivalence (BE) studies, with an average of 16 products launched per year and 114 products in the R&D pipeline.

With the new R&D centre at Bayan Lepas, Penang, we are able to accommodate the increasing market needs of BE studies for new product development. As part of clinical assurance, BE ensures the quality, efficacy and safety of pharmaceutical products meet the requirements. Among the main activities conducted at Attest Research (R&D Centre) are product development, drug delivery system, stability study and testing, and clinical services.



### Ho Yan Hor Museum

The Ho Yan Hor Museum was setup at Ipoh old town since 2016, to honor the founder of Ho Yan Hor with the sharing of his hardship and glories towards his entrepreneurship. The museum is recognised by TripAdvisor with Certificate of Excellence 2017, 2018 and 2019; it was also being awarded as the Top 10 Museums @ Malaysia in 2018 by TripAdvisor. It is a must visit attraction when you're in Ipoh!



## Highlights of March >>>



The Director of MIDA Dubai, Mr. Abd. Mukti Abu Bakar together with representatives from the Embassy of Malaysia, Riyadh, and Malaysia External Trade Development Corporation (MATRADE) Jeddah met Mr. Waleed H. Alorainan, Assistant Secretary General for International Affairs, Council of Saudi Chambers and Industry on 2 March 2020 in Riyadh. The meeting discussed potential collaboration to boost investment and trade between Malaysia and Saudi Arabia.



On 4 March 2020, Mr. Roswaidin Mohd. Zain, Director of MIDA Mumbai participated in the Global Investment Forum in conjunction with the International Engineering Sourcing Show (IESS) IX in Coimbatore, India. Malaysia was a partner country for IESS IX event for 2020.



On 4 March 2020, Ms. Sunita Navaratnam, Director of MIDA Stockholm, participated as one of the panellists in the 'Building Education Cooperation in Southeast Asia Seminar', organised by Nordic ASEAN Business Forum. Joined together in the seminar was the Ambassador of Malaysia to Helsinki, H.E John Samuel.



Invest Selangor and MIDA organised a Pocket Talk Programme on 4 March 2020 to disseminate the latest information to industry players in the food and beverage industry. Around 167 companies from Selangor attended the event.





MIDA team, led by Mr. S. Sivasuriyamoorthy, Executive Director of Investment Promotion and Northern Corridor Implementation Authority (NCIA) had a technical meeting with Tuan Syed Shariffuddin, CEO of Invest Perak on 5 March 2020 to outline the investment agenda for 2020. MIDA looks forward to working closer with the state agencies to achieve a balanced regional economic development.



Director of MIDA Munich, Mr. Muhammad Khaidir Hairuddin shared his insights on high technology environment and landscape in Malaysia at the German Malaysian Round Table Meeting (GMRT) on 4 March 2020. Around 30 participants attended the session, held in Munich.



On 12 March 2020, Mr. Ahmad Khairuddin, Deputy CEO II of MIDA was one of the speakers at the World Islamic Economic Forum (WIEF) Roundtable Series held in Kota Kinabalu, Sabah, organised by WIEF Foundation and the Ministry of Trade and Industry, Sabah. Over 300 participants attended the session.



# **YOUR BUSINESS IS IMPORTANT TO US, AND SO IS YOUR HEALTH.**

Stay safe, be responsible and let's fight this virus together. Practice preventative measures to protect yourself, your family and your workers from exposure, use digital solutions for real-time communication. Let's do our part to get through this. It will be a short term inconvenience for the long term sustainability of your business and Malaysia's economy.



**#stayathome #togetherwecan #fightcovid19**

## Upcoming Events >>



**TECHFEST2020** × **WCIT2020 MALAYSIA**

**PENANG 11 - 20 SEPTEMBER 2020**

WCIT2020 Malaysia is the 24<sup>th</sup> World Congress On Information Technology, a convergence of 4,000 captains of industry from 85 countries.

[Join us now!](#)



**APEC 2020 MALAYSIA**

OPTIMISING HUMAN POTENTIAL TOWARDS A FUTURE OF SHARED PROSPERITY

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## MIDA IN THE NEWS

- MIDA closes offices, to connect with stakeholders via digital platform

## MALAYSIA RANKING

- Malaysia rises 4 spots to 47th in WJP Rule of Law Index

## ECONOMY NEWS

- Azmin Appointed MITI Minister
- New Cabinet members can spur Malaysia's economy to new high – Experts
- Steering Malaysia through the stormy economic climate
- January exports down 1.5% to RM84bil but above forecast
- Government sets up new council to address economic woes
- Sabah poised for business, economic growth
- Government may introduce more monetary policy and fiscal stimulus soon - Analysts
- Government will ensure investor confidence is in place, says Muhyiddin
- MITI, agencies operate remotely during Restricted Movement Order
- AMCHAM applauds govt's swift actions during MCO
- Economists back govt's proposed comprehensive economic stimulus plan
- MITI sets application deadline for firms to continue operations during MCO
- 2,732 companies receive approval to operate during MCO - MITI
- Government focuses on domestic investments that can sustain employment
- MCO: MITI introduces alternative way to facilitate the endorsement of Certificate of Origin

## INDUSTRY NEWS

- Manufacturing sector: 12-month outlook remains positive in Feb
- 2020 auto sector to draw RM1.43 billion in new investments
- Automotive industry contributed 4.3 pct to GDP in 2019 — MITI
- Pahang attracts RM1.2b investment from Thailand
- Covid-19 to have positive impact on rubber products' earnings
- Automotive exports reached new high in 2019
- Trading interest in rubber glovemakers increases as Covid-19 cases continue to rise
- Vehicle sales to grow
- Huge dose of positive news
- Globetronics plans RM30mil capex for first half
- Royal Pahang Durian Group to operate largest processing facility in Malaysia
- Rubber glovemakers' shares up after WHO declares Covid-19 a pandemic
- Pharmaniaga assures no disruption of pharmaceutical supply
- Only approved industries, factories can operate during MCO period - MITI
- Auto players comply with the govt's movement control order
- Rubber glove makers to ramp up production — MARGMA
- Duopharma Biotech's manufacturing activities to continue during movement control order period
- Dutch Lady buys land in Techpark@enstek for RM57 mil to expand facilities
- NSC: Manufacturers to continue operating, subject to conditions



- Steady climb in Penang industrial segment
- MGCC aims 100 electrical buses in Malaysia
- Tissue paper maker NTPM sees surge in demand on virus outbreak
- LKL set to fulfil increasing medical equipment demand
- MITI: Approved firms may continue operations during extended MCO
- Halal industry remains resilient despite challenging times
- MITI imposes anti-dumping duties on Indonesia's cellulose fibre reinforced cement flat
- A tale of Malaysia's rubber gloves, condoms & palm oil
- US lifts ban on Malaysian glove maker
- Spritzer plans two new bottling lines
- Hartalega spends RM263mil on land purchase for factory expansion
- Hartalega to see more than 70% increase in capacity

#### **SERVICES NEWS**

- Labuan Liberty Terminal's operator to spend RM10mil to improve services
- StoreHub launches new regional HQ, partners Facebook Malaysia
- E-commerce to drive industrial property market
- Sino Hua-An partners with two companies to develop digitised model for agriculture markets
- APFT proposes acquisition of education units from HELP as part of regularisation plan
- Metro Healthcare plans to raise RM18m to fund expansion
- Logistics, transport services for makers of essential products allowed to operate

#### **CROSS BORDER NEWS**

- YTL Power's RM1b purchase of Singapore's Tuaspring plant

#### **GLOBAL NEWS**

- IMF, World Bank say ready to address economic challenges of coronavirus
- Coronavirus could cut global growth by 0.1% to 0.4%, ADB says
- Asean manufacturing conditions improve in nine months – IHS Markit
- GCL System plans to build world's biggest solar-panel plant

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### OUR COMMUNICATION TOOLS

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.



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.

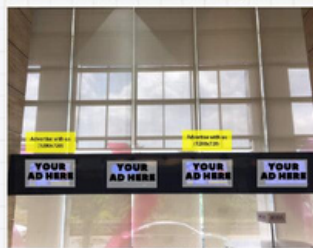


### OUR COMMUNICATION TOOLS

3

#### Digital Signages

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



### OUR ADVERTISING RATES

#### MIDA's Website

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

#### E-Newsletter

Full page ..... RM6,000 per issue  
Half page ..... RM3,000 per issue  
Quarter page ..... RM2,000 per issue

#### Digital Signages

Video Walls ..... RM320 per month  
LCD TV ..... RM400 per month

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### HALL

### TRAINING ROOM

### MEETING ROOM

		Rates (RM)	
Hall Types		G	P
<b>Perdana Hall</b> (230 pax)	Inclusive of: • VIP Holding Room • PC Room • Basic AV System	5,000	6,000
<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  
P = Private

		Rates (RM)	
Room Types		G	P
<b>Sigma/Gamma Room</b> (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	

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GST (0%)  
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P = Private



Perdana Hall



PC Room



Boardroom



Japan Room

		Rates (RM)	
Room Types		G	P
<b>Board Room</b> (30 pax)	Inclusive of: • VIP Holding Room • VIP Lounge • AV System	2,000	2,500
<b>USA Room</b> (25 pax)	Inclusive of: • Basic AV System	1,500	1,850
<b>Japan Room</b> (50 pax)	Inclusive of: • Basic AV System	1,500	1,850
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	
<b>C</b>	Inclusive of: • Refreshment • Tea Break/Hi-Tea	From RM50/ pax	

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### ABOUT MIDA

MIDA is the government's principal investment promotion and development agency under the Ministry of International Trade and Industry (MITI) to oversee and drive investments into the manufacturing and services sectors in Malaysia. Headquartered in Kuala Lumpur Sentral, MIDA has 12 regional and 20 overseas offices. MIDA continues to be the strategic partner to businesses in seizing the opportunities arising from the technology revolution of this era. For more information, please visit [www.mida.gov.my](http://www.mida.gov.my) and follow us on Twitter, Instagram and Facebook, LinkedIn and Youtube channel.

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#### Malaysian Investment Development Authority

##### MIDA Sentral

No. 5, Jalan Stesen Sentral 5

Kuala Lumpur Sentral

50470 Kuala Lumpur

Tel: 603 2267 3633 / 2263 2555 / 2263 2549

Fax: 603 2274 7970

E-mail: [investmalaysia@mida.gov.my](mailto:investmalaysia@mida.gov.my)

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