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

*Selamat  
Hari Merdeka*



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# Malaysia: The World's Best Country to Invest



The first quarter of 2019 indicated a positive start to the year, with approved foreign investments into Malaysia increased by 73.4% to RM29.3 billion from RM16.9 billion in the first quarter of 2018. This commendable performance could only be achieved with the conducive business climate within the country, which has not gone unnoticed by international observers.

Malaysia was ranked **the world's best country to invest in or do business for 2019** by **CEOWORLD Magazine**, a highly targeted publication with more than 10 million monthly page views for executive leaders and high-level senior management who create and fund the innovations that drive the global economy.

Each year, CEOWORLD Magazine ranks the world based on a variety of categories, ranging from the world's richest people to the best universities, top companies, and top executives. According to the report,

the ranking was based on 11 different factors which includes corruption, freedom, personal, trade and monetary, workforce, investor protection, infrastructure, taxes, quality of life, red tape, and technological readiness, whereby each category was equally weighted.

Among other reputable investment destinations indicated include Poland, who took silver, followed by the Philippines, Indonesia and Australia, among the 67 countries evaluated.

Not forgetting, over the past year, Malaysia has been recognised for its continuous and focused reform agenda to keep the country's economy competitive and vigilant. This is illustrated in Malaysia's stellar performance of advancing nine places to the 15th rank among 190 economies

worldwide in the **Ease of Doing Business Report 2019** published by the World Bank.

Some features introduced by Malaysia that were highlighted in the World Bank report include the increase in ease of starting a business, dealing with construction permits, approval for electricity, registering property, trading across borders, resolving insolvency as well as legislation for regulating worker protection and social benefits.

The **World Economic Forum's Global Competitiveness Report 2018** echoed Malaysia's achievements in terms of global competitiveness. Malaysia ranked 25 out of 140 countries, placing second (2nd) among nine South-East Asian countries and was one of the three non-high-income countries (the other two countries were China and





Thailand) that were featured in the top 40 of the list.

Amid the transformations and disruptions brought about by the 4th Industrial Revolution, the report also cited Malaysia as the ninth (9th) in the list as being most "future-ready". This was recognised through several indicators in the index, which captured adaptability and agility of all stakeholders such as individuals, governments and businesses in a changing world.

Given Malaysia's strategic location in the international trade route, with an open and diversified economy, the Government has been a consistent proponent in encouraging quality foreign direct investment (FDI) into the country. The tireless initiatives pursued through

various ministries and agencies, such as the Malaysian Investment Development Authority (MIDA) include engagements with investors; conferring of incentive packages to strategic industries including catalytic industries namely electrical and electronics (E&E), machinery and equipment, chemical as well as high-potential industries such as medical devices and aerospace; and facilitating the implementation of investors' projects.

In early May 2019, MIDA received the **Top Investment Promotion Agency 2019** award in the Asia-Pacific National category by Site Selection magazine, a US-based international business publication.

MIDA won the same award in 2015 and 2016. This renewed commendation reflects MIDA's continuous efforts in responding to the needs of expanding companies, maximising efficiency and earning the trust and respect of decision-makers across the globe.

In the nutshell, despite the dynamic and challenging global business environment, the Government will continue to seek out and develop human capital, technology and infrastructure, focusing on sharpening Malaysia's competitive edge in the global arena. Malaysia, a diversified nation, will remain resilient, where businesses can thrive in a stable, secure and transparent environment.





**The Top Investment Promotion Agency 2019 award in the Asia-Pacific National category received by MIDA was based on the following set of criteria:**

- Most professionally responsive to inquiries;
- Staff possessing the best knowledge and language diversity;
- Offering access to user-friendly databases of sites and incentives for both general and specific sectors;
- Readily available information on timing expectations of permitting and other processes;
- Access to recent investors in the region for testimonials;
- Best reputation for protecting investors confidentiality;
- Reputation for after care-services;
- IPA's website: easy to navigate, offer a wide breadth of data, and have the cleanest, most efficient design.



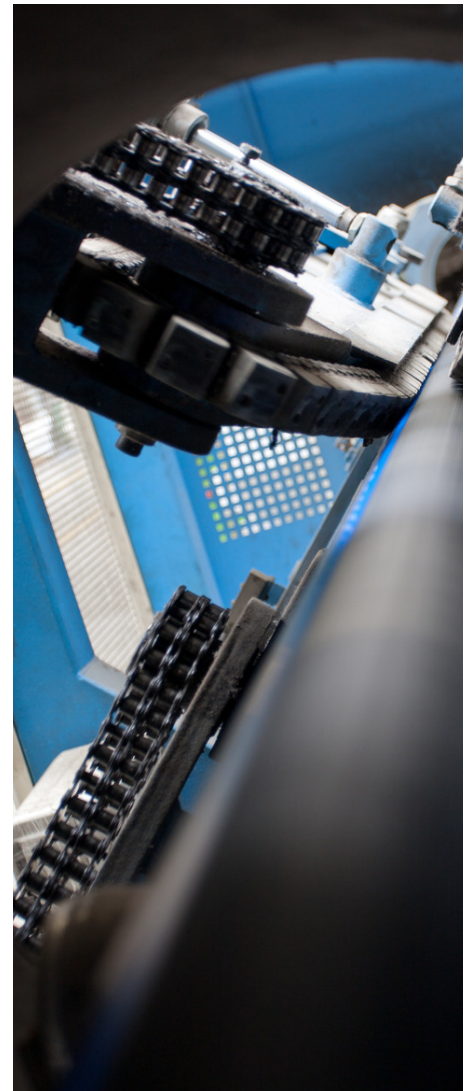
# Industrial Linkage Programme: Machinery and Equipment Industry

The machinery and equipment (M&E) industry assumes strategic importance to Malaysia's economy with its cross-cutting linkages across all economic segments. However, given the evolution of technology in the industry is moving at such a relentless pace, this presents Malaysian business leaders with challenges as well as opportunities to create new business ventures. For companies that are bold to embrace these new and upcoming technologies, there are a plethora of opportunities in robotics application, artificial intelligence (AI), machine learning and smart technologies that are waiting to be explored.

Therefore, the Malaysian Investment Development Authority (MIDA) seeks to grow and develop the M&E industry within the country through the promotion and active exploration of collaborative opportunities between local industry players and international M&E companies.

This is in line with the 11th Malaysia Plan, as the M&E industry has been identified as one of the catalytic subsectors to spur the country's economic transformation to greater prosperity.

For the period of January-December 2018, the M&E industry illustrated commendable investment performance with 83 projects approved and investments valued at RM2.187 billion. The majority of these investments were from domestic sources, amounting to RM1.486 billion or 68%, where else foreign investments amounted to RM701.6 million (32%). The approved projects are expected to generate a total of 3,578 employment opportunities for the country. Additionally, the M&E industry continued to show stellar progress of 24 projects approved in the first quarter of 2019, with investments of RM 318 million.



As part of MIDA's on-going efforts to realise the vision of further enhancing the competitiveness of the M&E industry, the Industrial Linkage Programme specifically tailored for local M&E players was held in Italy on 16th – 19th June 2019 in conjunction with TO-ASEAN Business Days 2019. The programme aimed to promote the collaboration between companies to further adopt advance and new emerging technologies that will be a game-changer for the M&E industry in Malaysia.



Mr Arham Abdul Rahman, Deputy Chief Executive Officer (DCEO I) of MIDA was invited as a speaker on 'ASEAN Business Opportunities: Investment Opportunities in Malaysia' for the conference. He highlighted that South-East Asia is an attractive market for Italian companies and strategic partnerships between Malaysian and Italian companies with the most advanced technology would give a competitive edge in the market.

The Malaysian delegation members had two sessions of Business-to-Business (B2B) meetings with Italian industry leaders and trade associations. The delegation also visited notable Italian M&E companies to explore possible gaps and opportunities for Malaysian companies to participate and collaborate with, for future projects or to be part of their global supply chain.

As local companies are already serving as contract manufacturers and Original Equipment Manufacturers (OEMs), there has been a notable investment and upskilling activities undertaken through R&D, engineering design, innovation and system integration as well as proprietary machinery and equipment development for global exports. This has directly increased Malaysia's appeal as a choice destination for multinational companies seeking to outsource their manufacturing processes.

Coupled with the efforts of local engineering supporting companies to provide consistent quality of production and on-time delivery, Malaysia has developed a robust supply chain, consisting of both global and local industry players, supplying to global

companies involved in various industries, including companies such as ON Semiconductor, Foxconn, Jabil Circuit, Celestica, Benchmark Electronics, Mattel and First Solar. As such, the industry has much potential for further development and growth.

The areas of interest amongst the delegates during the programme centred around advanced robotics and automation, advanced human-machine interaction, machine-to-machine communications and integrated systems, vast troves of data and boosted connectivity, as well as talent development in the area of robotics to modernise manufacturing and to increase industrial competitiveness.





Undeniably, the Industrial Linkage Programme has successfully led to the on-going business and technical engagement between the Malaysian companies and Italian companies to further explore future collaborations. As such, it is essential that Malaysian and Italian companies to continue to

explore potential business opportunities between both countries and establish strategic partnership to close and capture market gaps within M&E industry in the Europe and the Asia Pacific regions.

MIDA trusts that this Industrial Linkage

Programme is a vital stepping stone to drive greater collaboration among producers, suppliers, technical institutions and other stakeholders along the M&E value chain in the country; and looks forward to more fruitful engagements in the future.



# Plastic Recycling: Malaysia's Perspective

Plastics are lightweight and durable materials, which can readily be moulded into a variety of products that can be used in a wide range of applications. In the modern economy, plastics have become ubiquitous material that plays a critical role in the growth of major industries such as automotive, medical devices, construction, electronics and packaging. Unfortunately, the majority of the produced plastics annually are used to make disposable items of packaging or other short-lived products. In addition, the durability of the polymers involved result in substantial amounts of plastics accumulating as debris in landfills and natural habitats worldwide.

Hence, the time has come to deliberate the impact of this polymer-based material on the environment and humankind. The New Plastics Economy unveiled at the World Economic Forum 2018 is a vision of a circular economy for plastics. It focuses on the need to develop a radical approach to use plastics sustainably.

Notably, the percentage of plastic that can be fully recycled can be increased when manufacturers of packaged goods minimise the mixing of packaging materials and eliminate contaminants. The use of biodegradable plastics or plastics which can be organically recycled or composted is increasing for specific short-lived packaging applications.

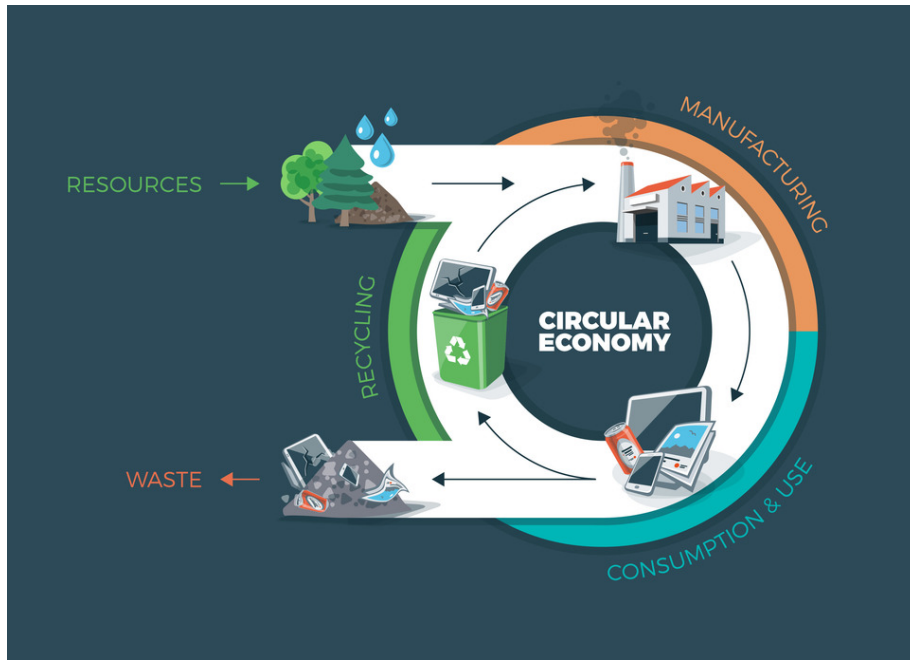
In line with this aspiration, recycling of plastics is crucial to reduce the impact and represent one of the most dynamic areas in the plastics industry today. Recycling provides opportunities to reduce oil reliance, carbon dioxide emissions and the quantities of waste requiring disposal.

Therefore, it is not surprising that the recycling of local plastic waste is encouraged by the Government through the Malaysian Investment Development Authority (MIDA). Incentives, namely the Pioneer Status (PS) or Investment Tax Allowance (ITA) are offered to further Malaysia's priority for sustainable waste management practices. As of December 2018, a total of 55 plastics recycling projects are in operation with total investments of RM 199.5 million. These projects have created 3,341 jobs in the country.

In Malaysia, plastic pollution is relatively low. However, this has changed with China's restriction on the importation of plastic waste, as well as other recyclable items in 2018. This action has directly affected plastic waste exporters, especially from developed nations as they struggled to find other places to export their waste. Subsequently, Malaysia became among the top destinations for plastics scrap exporters in South East Asia.







Government authorities to discuss a robust, effective regulatory framework for the recycling of plastic industry and Malaysia's role in the circular economy where the redeployment and reuse of resources is a crucial fundamental principle.

The Government, together with the stakeholders in the plastics economy need to close their knowledge gaps on the long-term effects of plastics. Industry players, regulators and even academia with coordinated efforts have to define research and innovation agendas within the industry. Additionally, there is a need to also focus on operational efficiency and adaptation of cutting edge technology for reprocessing of plastics.

With global demand for plastic products forecasted to amount to 200 million tons by 2020, whereby the majority of the demand will be from the transportation industry, particularly in automotive and aerospace, while electronics, medical and packaging industry will provide sustenance to the plastic compounding markets, the plastics industry is undoubtedly a promising one. As such, Malaysia can indeed support the creation of a functioning market for recycled and sustainable plastics.

The importation of plastics waste saw a significant increase, from RM241.7 million in 2015 to RM739.8 million in 2018. Unsurprisingly, an influx of factories opened up in Malaysia to handle the rise of plastic wastes. Some were reported to be operating without any operational licence, using low-end technology and environmentally harmful methods of disposal.

To address this problem head-on, the Government undertook tangible actions to protect the environment of the country. Given that the importation of plastic waste is subject to the Approved Permit (AP) from the National Solid Waste Management Department, AP issuance for plastic waste was frozen between July to October 2018 following discoveries of AP discrepancies and pollution stemming from illegal plastic waste processing factories.

Simultaneously, the Government engaged stakeholders to review new requirements prior to the issuance of AP for plastic waste. As of May 2019, a total of 62 companies have been approved with AP for the importation of plastic scrap and these companies are closely monitored.

To ensure that Malaysia does not become a dumping ground for plastics waste from other countries which will harm the environment and quality of people's well-being, the Government has begun sending back plastics waste to its country of origin starting this year.

Moving forward, Malaysia needs to move gradually towards developing established national waste collection criteria and standards. MIDA will continue to work with relevant

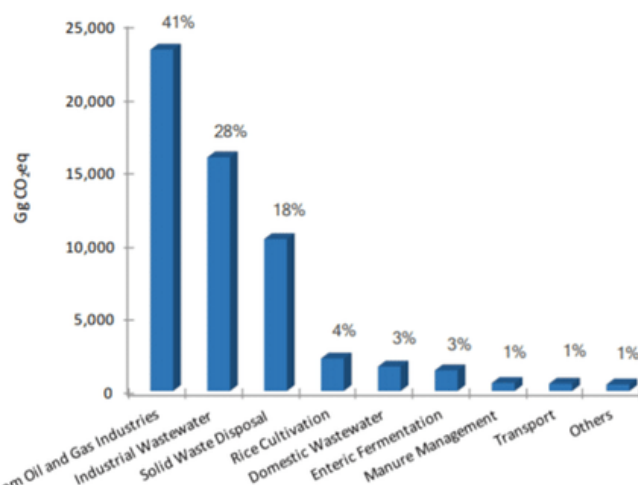
# Sustainable Waste Management in Malaysia: Opportunities and Challenges

With fast-growing cities and ballooning population, developing countries like Malaysia are facing numerous challenges in sustainably managing wastes. The waste generated in Malaysia in 2005 was 19,000 tons per day at a recycling rate of 5%. The quantity rose to 38,000 tons per day thirteen years later in 2018, despite the increased recycling rate of 17.5%. This is alarming as the rate has exceeded the Japan International Cooperation Agency (JICA) study's proposed rate of 30,000 tons per day in the year 2020. With limited space for landfills and rising costs of disposal, there is

increased pressure and urgent need to tackle the waste management issue and reduce the impact on the environment and general well-being of the population. Statistics show that in Malaysia, the highest emission was from the fugitive emissions from the oil and gas industries, which accounted for about 41% of the CH<sub>4</sub> emissions, followed by emissions from industrial waste water treatment and discharge amounting to 28% and solid waste disposal sites at 18%. Over 99% of the emissions from industrial waste water treatment and discharge was from palm oil mill effluent (POME).

To enhance solid waste management, Malaysia has taken a stepwise approach to privatise and centralise its solid waste management. The standard hierarchy of waste management involves five crucial steps; reuse, reduce, recycling, treatment and disposal. Currently, the most predominantly employed step in Malaysia is disposal. The Malaysian Government continues to promote a more effective way of waste management by encouraging the reuse and reduce method and ultimately reducing landfill wastes. Careful planning alongside efficient resource allocation and management are vital in achieving a sustainable solid waste management system.

Major Sources of Methane Emissions in 2014



Source: Malaysia, Third National Communication and Second Biennial Update Report to UNFCCC





Aside from consumer and household waste, the focus has also been on encouraging firms to reduce commercial waste generated from manufacturing activities. To curb waste generation, the Government provides targeted incentives to companies that undertake activities, which cater to environmental management, specifically recycling of waste such as toxic and non-toxic waste; chemicals and reclaimed rubber. These companies can be considered for income tax exemptions of 70% under Pioneer Status for the period of 5 years or Investment Tax Allowance of 60% on the qualifying capital expenditure incurred within a period of 5 years. The response has been promising with 313 recycling projects approved with total investments of RM7.6 billion as at December 2018, mainly from the rubber products industry with investments of RM2.34 billion followed by basic metal products (RM1.97 billion) and plastic products (RM1.27 billion).

In achieving more integrated waste management solutions, the Government had further extended the tax incentive for Green Technology through the Budget 2014. The incentive aims to encourage firms to revise their approach by incorporating a combination of waste management techniques including collection, storage, composting and disposal with other core recycling, recovery



or waste treatment activities. These activities will strengthen the ecosystem of green technology in Malaysia and enhance firms' operations to include a more holistic approach to waste management.

Waste recycling facilities are currently dispersed around the country, causing difficulties in recovering valuable waste materials and components that can be recycled. To mitigate this issue, the Waste Eco Park (WEP) incentive for developers, managers and operators was

introduced under the Budget 2016 to centralise recycling companies from various industries under same locations. Through this initiative, a circular approach to waste management can be established in working towards zero waste production. Companies which undertake the activity of developing WEP with a minimum investment of RM50 million can be considered for income tax exemption of 70% on income derived from the rental of buildings, fees received from the usage of waste collection and separation facility



and waste water treatment facility located in WEP from year assessment 2016 until year assessment 2025. A dedicated WEP Manager is vital as to ensure that the coordination, implementation and operation of WEP are effective and efficient. The WEP Manager is also eligible for income tax exemption of 70% on the statutory income from services activity including management, maintenance, supervision and marketing. The WEP operators are the tenants/occupants from various types of industries that will be involved in waste management and services activities, these operators can contribute to the adoption of a

more integrated waste management practice and achieve the Government's target to reduce waste disposal, encourage waste recovery, increase waste recycling and support the ecosystem of waste management. These companies can enjoy either Income Tax Exemption of 100% on statutory income for a period of five (5) years, derived from the qualifying activities undertaken in the WEP; or Income Tax Exemption equivalent to 100% of qualifying capital expenditure (Investment Tax Allowance) incurred within a period of five (5) years. Furthermore, the Green Technology Incentive

can be carried forward indefinitely until the allowance is fully utilised.

In parallel to the rapid expansion in economic growth, there has been a rise in environmental degradation in developing countries. Despite policies to encourage consumer waste management through recycling efforts, it should be noted that the main contributor to waste is the externalities from industrial processes. Therefore, there is a greater need to incorporate and shift to more integrated and sustainable waste management practices on all levels to improve and maintain environmental quality.



# Our Journey in Malaysia:

## Roland Manufacturing & MI Services

The Roland name is synonymous with music and sound technology and is home to one of the world's best-known and famous Electronic Music Instruments brand. Back in 1972, Roland was founded by Ikutaro Kakehashi in Osaka, Japan.

Headquartered in Hamamatsu, Japan, Roland Corporation is one of the world's leading designers and manufacturers of electronic music instruments including instruments for keyboard, percussion, guitar-related, DJ/media production devices, professional audio and video devices. Roland's slogan "Inspire the Enjoyment of Creativity", has brought new products like guitar effect pedals and digital piano in meeting the demand of music fans all over the world. The new concept namely Roland GO: MIXER and Aerophone Digital Wind Instrument, for example, have successfully attracted new customers; and become the 'Game-Changer' for the company.

Roland has positioned itself strongly in the international market with worldwide production, physical distribution and sales offices in USA, Europe, Asia and Oceania. Roland's manufacturing processes are based on state-of-the-art technologies as well as quality assurance supported by human hands with strict environmental standards. Besides long-standing factories in Japan and China, in 2014, Roland has established a new manufacturing facility in Malaysia after deep consideration to invest.



**Jun-ichi Miki,**  
Chief Executive Officer,  
Roland Corporation

"There are many factors why we choose Malaysia, in particular, Port Klang as our investment location. It is an ideal location to shorten lead-time from Production to Delivery, easy access to electronic and mechanical component makers, excellent human resources who have good knowledge of English language and faster learning curve of skills. Malaysia also has the well-maintained infrastructure, comparatively low operating cost, political stability, in addition to the great support that we received from the Malaysian Government particularly from Malaysian Investment Development Authority (MIDA)" said Mr Jun-ichi Miki, CEO of Roland Corporation.

Roland Manufacturing Malaysia Sdn. Bhd. (RMM) was incorporated on 17th November 2014.

"We had great cooperation from the Malaysian Government, particularly MIDA when we first set-up RMM. The Malaysian government was very pleased with the coming of a company that produces Electronic Music Instruments such as pianos, drums and other instruments for the first time in Malaysia. We thank you for the government's interest and support. MIDA was very quick and responsive to our requests. MIDA played an important role, and provided advice and facilitation that drove our smooth establishment here," said Mr Yoshimichi Kano, Director of MI Services Malaysia Sdn. Bhd. (MIS) and RMM.



**Mr. Yoshimichi Kano,**  
**Director, MI Services Malaysia Sdn Bhd and**  
**Roland Manufacturing Malaysia Sdn. Bhd**

"We started with 50 employees, and currently we have more than 800 employees working in the Malaysian plant. We had expanded rapidly within four years of operations, and the company is still growing. After a successful operation, we then introduced one of the keyboard models namely 'FP-30', amplifiers and drums, and DJ products in the Malaysia's factory. In future, up to 60% of all products will be transferred to Malaysia's plant. It is definitely a fast speed within a short period," said Mr Kano.

To strengthen the company, in July 2017, Roland managed to obtain the Principal Hub incentive scheme approval from MIDA. In January 2018, Roland established MIS to undertake Principal Hub activities in Malaysia, and it is now the base for Roland's regional and global business functions. This regional hub is now Roland's second Headquarter after Japan that acts as the Group's Global Procurement and Distribution Centre to support Roland's sales units throughout the world.

Roland is currently showing a strong commitment to the creation of high-value jobs for Malaysian as the company has been hiring and upskilling local talents. Back in 2017, Roland has established a training programme that focuses explicitly on young Malaysian talents studying in Japan. Selected Malaysian graduates are employed and trained by the company at Roland's Headquarters in Japan for two years to equip them with specialised skill sets required for their jobs.



Each year, Roland is committed in taking young Malaysian talents from Japan Universities, and currently, 14 Malaysian graduates have been employed under this training programme and five of them had completed the training and currently working in Roland Malaysia. By doing these knowledge transfer activities, it will benefit both parties, as this regional operation will undertake most of the Group's product testing activities soon. They will also be developing new music instruments and customising Roland's products to meet specific requirements of regional markets. This is certainly in line with Malaysia's aspirations for the companies to undertake R&D and innovation activities, which are keys to increasing competitiveness and sustainable growth.

Five of the trainees commented that with two years of training experience, and the support received from all Japanese colleagues, they have managed to develop their skills and were able to better understand the Japanese work culture especially the "One Roland" culture and "The Roland Way" of working. They hope that they can convey the same work culture to the Malaysian workforce.

Mr Jun-ichi Miki, CEO of Roland Corporation, commented that he was happy that the trainees had successfully completed their training and will be joining the Malaysian team, to undertake activities at Malaysia's manufacturing facility soon. "The programme is beneficial to train future specialists for Malaysia's plant and continuous improvement processes," said the Roland's CEO.



# Seminar on Investment Opportunities in the e-Commerce Fulfilment Industry 2019

Malaysian Investment Development Authority (MIDA) in collaboration with Ministry of International Trade and Industry (MITI) and the Malaysia Digital Economy Corporation (MDEC) organised the "Investment Opportunities in the e-Commerce Fulfilment Industry Seminar 2019" on 10 July 2019 in MITI.

In light of the projected double-digit growth of e-Commerce in the region, Malaysia is ready to take part in transforming the existing digital landscape into a bright digital future. The Government through MIDA has expanded the logistics incentive scheme by introducing the second round Integrated Logistics Services (ILS) incentive to encourage logistics companies to adopt technology in their operations and to position themselves as regional e-Fulfilment hub providers in Malaysia. From 2017 until March 2019, MIDA has approved eight (8) e-Fulfilment projects in which seven of these projects are locally owned," said YB Dr. Ong Kian Ming, Deputy Minister of the International Trade and Industry. The Seminar, which was an initiative of the National e-Commerce Council (NeCC) aimed to position Malaysia as an "e-Fulfilment Hub", focusing on leveraging greater integration across the industry to support its rapid growth in the country.

YB Dr. Ong in his speech highlighted that the joint venture between Malaysia Airports Holdings Berhad (MAHB) with Alibaba's logistics arm, Cainiao Smart Logistics Network (Hong Kong) Ltd, to develop a regional e-Commerce and logistics hub at KLIA, is progressing well. He urged local logistics players to gear up and take advantage of the vast growth opportunities.



Companies are also urged to invest and adopt cutting-edge technologies, and to explore potentially disruptive technologies to create new ways of business, as well as to lower cost while enhancing overall efficiency.



Mr. Arham Abdul Rahman, Deputy Chief Executive Officer of MIDA in his welcoming remarks said that MIDA takes the helm in developing the nation's e-Fulfilment hub, under the Malaysian National E-Commerce Strategic Roadmap (NESR). The organisation focuses on improving the capability and efficiency of logistics service providers in operating e-Fulfilment facilities to cater to the diverse needs of the online shopping market.





MIDA continuously encourage logistics companies to invest in physical and virtual ICT systems, such as Warehouse Management Systems (WMS) and Smart Logistics to enable them to undertake complex activities. MIDA has also taken the initiative alongside MDEC to enhance talent development in the e-Commerce and e-Fulfillment industries. Some of the measures in place include improving industry readiness of new graduates and encouraging SMEs to provide training for employees. To generate high-income jobs for Malaysians, these measures will eliminate labour market mismatch and maximise productivity.

Dato' Mathialakan Chelliah, acting Chairman of MDEC highlighted that e-Commerce is a key tenet of the digital economy, providing far-reaching business opportunities and societal upliftment opportunities for Malaysia. MDEC applauds the continuous engagement of this type borne out of a

collaboration between the public and private sectors, which will boost the development of the country's e-Commerce ecosystem and strengthen the platform from which SMEs can expand into wider markets.

The event was well attended by over 350 participants from various fields, including logistics providers, e-Commerce players and potential investors. It featured panel sessions ranging from government agencies (MIDA, MDEC, MITI and Customs) and industry players (GDEx, DHL, Urban Fox, Cainiao, CJ Century, Logistics Worldwide Express, Easy Parcel and iStoreiSend).

The event also witnessed the Memorandum of Understanding (MoU) exchange between MIDA and DHL Express. This collaboration is an initiative to attract DHL's potential MNC clients to look at Malaysia as an investment destination either for relocation or to centralise their operational function (regional operations) as well as business expansions.

# Penang, Among Top Investment Destinations in Malaysia: Approved Investments in the Manufacturing Sector Reached RM137.9 billion, 1980 - March 2019

MIDA organised the Penang Domestic Investment Seminar on 16 July 2019 in Bayan Lepas, Pulau Pinang to update the industry players, especially in the Northern Region on the latest policies and facilities available. The Seminar was officiated by Mr. Zabidi Mahbar, Deputy Chief Executive Officer II of MIDA.

Pulau Pinang has consistently been ranked among the top investment destinations in the country over the last five decades. In terms of investment, from 1980 to 2018, MIDA has approved a total of 4,084 manufacturing projects with investments worth RM129.1 billion for Penang. Approved foreign investments in the manufacturing sector totalled RM90.4 billion, accounting for 70 per cent of total investments approved for the State, while domestic investments are the remaining 30 per cent or RM38.7 billion.

In the first quarter of this year, Pulau Pinang recorded another RM8.8 billion of total approved investment in the manufacturing sector, 780% higher compared with RM1.0 billion, approved in the same period last year. Of this, RM8.5 billion were from foreign investments, representing 42.1 per cent of Malaysia's total approved FDI in the manufacturing sector for the period of January to March 2019. Notable approved manufacturing projects in Penang include projects from Micron Technology and Jabil Circuit.



MIDA continues to undertake various activities and programmes to attract more quality investments, including from the domestic players. For example, a dedicated team, namely the Investment Coordination Platform (ICP), has been established by MIDA to facilitate companies to expand their businesses and investment portfolio. This unit works closely with equity and corporate advisory firms as well as local regulators and technology providers in assisting companies in conducting business-to-business matching, capital raising exercise through debt and equity, M&A, divestment and initial public listing or IPO.

Over 300 participants from various fields, including manufacturers, service providers and other potential investors attended the Seminar. It featured presentations from MIDA, MATRADE, MIDF, EXIM Bank, MPC, Standards Malaysia, and SIRIM.





## Highlights of July >>>



On 1 July 2019, MIDA in collaboration with SEDA Malaysia, Energy Commission, UPEN Kelantan and +SOLAR organised a Green Technology Incentive Briefing in Kota Bahru, Kelantan.



On 2 July 2019, MIDA team, headed by Mr Arham Abdul Rahman, Deputy CEO of MIDA met with the members of Independent Industrialists' and Businessmen's Association (MUSIAD) in Kuala Lumpur, following the meeting held in Turkey last June to explore potential future collaborations between both parties.



On 2 July 2019, MIDA and Baden-Württemberg International organised a roundtable meeting to discuss on the Malaysian automotive landscape. Business matching sessions supported by the Malaysian-German Chamber of Commerce & Industry (MGCC) were also organised.



3 July 2019, MIDA, led by Dato' Azman Mahmud, CEO of MIDA visited MC-JPT, a joint office and factory concept provider in Johor to better understand its service concept.



On 4 July 2019, MIDA Johor had a fruitful sharing session with the members of the Singapore Manufacturing Federation on opportunities in Malaysia's Halal industry.





On 5 July 2019, MIDA received a courtesy visit from Mr Ch. Nadeem A. Rauf, Chairman of Rawalpindi Chamber of Commerce and Industry, in conjunction with the Pakistan and Malaysia Business Opportunity Conference which was held in 8 July 2019.



On 6 July 2019, MIDA Kelantan shared insights on investment facilities and opportunities with the audience of the Teh Tarik Session organised by Malaysia External Trade Development Corporation (MATRADE).



On 7 July 2019, MIDA represented by Dato' Abd Majid Chairman of MIDA shared insights on China-Malaysia Economic Relations at the Malaysia-China Outlook Forum 2019.



On 8 July 2019, MIDA, represented by Mr S. Siva, Executive Director Investment Promotion had a good sharing session on investment opportunities in Malaysia at the Pakistan and Malaysia Business Opportunity Conference 2019.



On 9 July 2019, MIDA together with the Malaysian Plastics Manufacturers Association (MPMA) and Malaysian Petrochemicals Association (MPA) organised the biennial MPMA-MPA-MIDA Conference on Government Assistance at MIDA HQ, Kuala Lumpur.





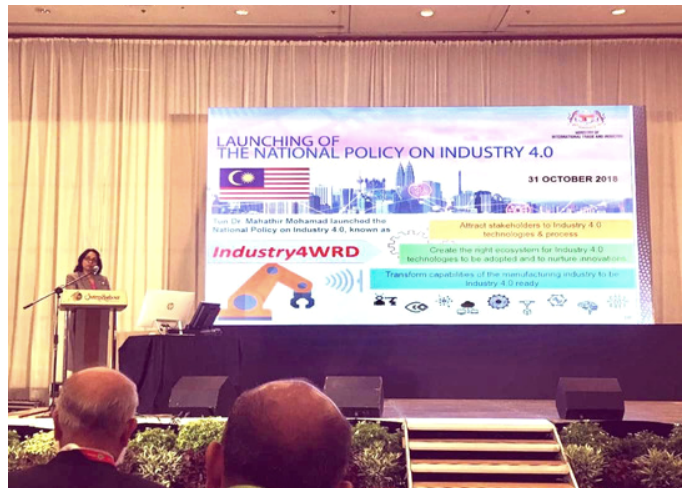
On 9 July 2019, MIDA was proud to host YB Anthony Loke, Minister of Transport to discuss on the upcoming transport network and regional distribution centre projects in the country.



On 10 July 2019, MIDA, in collaboration with Invest Perak, Gas Malaysia Berhad and TNB organised a Biz Clinic and Biz Talk event, a 360-degree programme in Perak.



On 10 July 2019, the Director of MIDA Munich and Mr. Bernbeck of Malaysian-German Chamber of Commerce and Industry (MGCC) made presentations on 'Business and Investment Opportunities in Sabah' at the 14th edition of biennial Asia Pacific Forum Bayern.



On 11 July 2019, Ms Umarani, Director of the Oil & Gas and Maritime Division, spoke at the Sabah's Oil & Gas Conference and Exhibition (SOGCE) 2019.



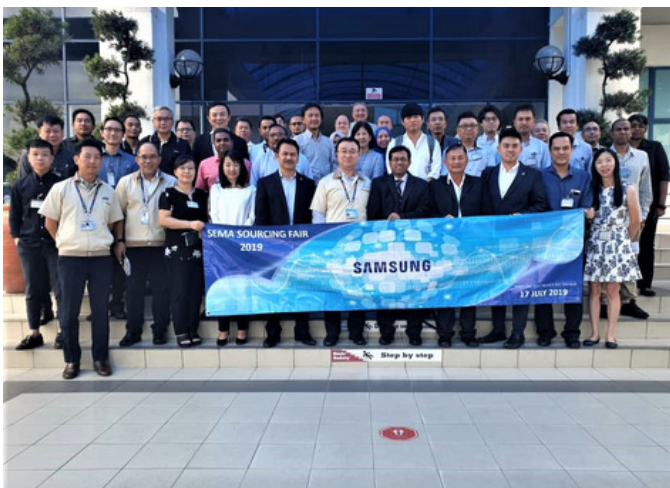
On 11 July 2019, following MIDA's official visit to Italy from 16-19 June 2019, H.E. Cristiano Maggipinto, the Ambassador of Italy in Malaysia paid a courtesy visit to Mr Arham Abd. Rahman, Deputy CEO of MIDA.



On 15 July 2019, Dato' Lokman Hakim Ali, Secretary-General of MITI Malaysia visited the FDI Division of MIDA.



On 16 July 2019, MIDA took the lead as one of the co-organiser of the Beyond Paradigm Summit 2019 held at MITEC Kuala Lumpur. The Summit has been exemplary in enabling companies particularly domestic players to embrace Industry 4.0 technologies guided by National Industry Forward (Industry4WRD) Policy.



On 17 July 2019, MIDA, represented by the team from the Domestic Investment & Supply Chain Coordination Division had a productive meeting with Samsung Electronics Malaysia. The meeting aimed to create more opportunities for domestic companies by leverage on MNCs such as Samsung through supply chain activities.



On 17 July 2019, MIDA, led by the Green Technology Division, organised a briefing cum networking session in Pahang to share policy updates on incentives available for green technology and technology innovation.





On 18 July 2019, Dr Hamed Al-Jeboori, Chargé d'affaires of the Iraqi Embassy in Malaysia paid a courtesy visit to Dato' Abdul Majid Ahmad Khan, Chairman of MIDA.



On 21 July 2019, MIDA's team, led by Dato' Abdul Majid Ahmad Khan, Chairman of MIDA had a fruitful discussion with the Associated Chinese Chambers of Commerce and Industry of Malaysia (ACCCIM) headed by Tan Sri Ter Leong Yap, President of the Association.



On 23 July 2019, Mr S. Siva, Executive Director, Investment Promotion of MIDA presented the investment opportunities in Malaysia at the 2019 Taiwan-ASEAN-India Strategic Investment Partnership Forum in Taipei.

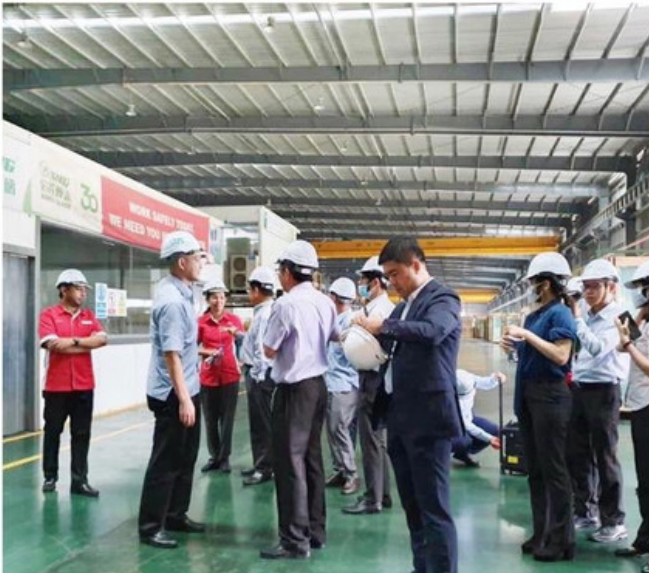


On 25 July 2019, a Pre-Council meeting was held during the state visit by Tun Dr Mahathir, Prime Minister of Malaysia to Turkey.



On 25 July 2019, MIDA took an initiative to get SIRIM Berhad to undertake technology collaboration with ITRI Taiwan under the Malaysia Taiwan Investment Working Group (IWG).





On 25 July 2019, MIDA team participated in the working visit led by YB Dr.Ong Kian Ming, Deputy Minister of MITI to Melaka to visit Infineon Technologies (Malaysia) Sdn. Bhd. & Xinyi Glass Malaysia Sdn. Bhd.



On 25 July 2019, the Minister of Transport Malaysia, YB Anthony Loke relaunched ceremony of the ECRL Project at the tunnel site in Dungun, Terengganu. MIDA is also actively promoting the Economic Accelerator Projects (EAP) along the ECRL corridor.



On 26 July 2019, a Roundtable Meeting with the Turkish Captains of Industry was held in Istanbul. The RTM was led by Tun Dr Mahathir, Prime Minister of Malaysia, who invites Turkish companies to invest in or work with Malaysian entities with capabilities and high technology, particularly in the aerospace, automotive, machinery and equipment (M&E) industries.



On 26 July 2019, MIDA, led by Dato' Azman Mahmud was honoured to meet the President of the Republic of Turkey, Mr. Recep Tayyip Erdoğan during the official mission to Turkey.



On 31 July 2019, MIDA team, led by Mr Arham Abd. Rahman, Deputy CEO of MIDA had the pleasure of meeting Prof. Enrico Letta, President of Italy-ASEAN Association (former Prime Minister of Italy) & H.E. Christiano Maggipinto, Ambassador of Italy to Malaysia at MIDA HQ.



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## MIDA IN THE NEWS

- MIDA urges local companies to join the economic accelerator projects
- Portal offers info on incentives for business sector

## MALAYSIA RANKING

- Malaysia is world's best country in 2019 to invest in — CEOWORLD magazine
- Malaysian consumers 10th most confident globally
- Malaysia retains position in Global Innovation Index 2019

## ECONOMY NEWS

- World Bank expects Malaysia's GDP to grow 4.6 pct
- Malaysia to become high-income nation
- Malaysia is top choice for Italian firms
- Taiwan-Malaysia trade expected to grow 10% in five years
- Malaysia attractive FDI location for foreign firms amid US-China trade war
- 'S&P's rating reflects confidence'
- Negeri Sembilan govt confident of wooing high-impact investments from China to develop MVV
- US firms may speed up move to Malaysia: trade body
- Tun M invites Turkish companies to invest in three core sectors in Malaysia

## INDUSTRY NEWS

- Thong Guan to spend up to RM40mil on expansion
- Sime to boost Inokom plant as car hub
- N. Sembilan govt gives priority to providing adequate infrastructure in industrial areas, says Teo
- Domestic downstream plastics sub-sector needs support to grow – MIDA
- Daibochi gets nod to buy entire MPP stake
- George Kent partners Honeywell to expand metering business
- Tashin plans to produce wire mesh
- PMB Tech plans to invest RM300mil to double capacity
- Petchem plans US\$12b investment
- MIDF 'positive' on outlook
- Spirit Aerosystems targets 10 pct revenue growth this year
- Selangor plans to rejuvenate Subang Skypark
- OM Materials sinter plant to begin operations soon
- Halal certification gives industry players an edge in the markets – Mujahid
- Hernan to expand halal product range with new factory



## SERVICES NEWS

- Cypark unit plans to launch RM550 mln sukuk programme to finance solar projects
- Sabah's digital infrastructure master plan to focus on three sectors
- Cherating, KK, KL and Langkawi seen as hospitality hot spots
- 'Malaysia on right track'
- Japanese firms keen to invest in tourism, solar farming in Sabah
- Malaysia-China agree to step up collaboration on TVET
- Sarawak drives digital economy plan with tie-ups
- Eight e-fulfilment projects approved, more to come
- Taiwanese tech firms keen to work with Malaysian peers
- Government to assist SMEs in adopting robotic automation technology
- Tanjung Bruas Port to be commercially developed
- Gobind names three new DFTZ locations
- ABB opens first robotics digital operation centre in Malaysia
- Four firms tie up with education ministry to upgrade TVET
- Adopt AI to give better products, services – Microsoft
- PTP looking to expand free trade zone by 141.64 hectares
- Kedah launches Green Energy, Renewable Energy Master Plan
- Integrated Logistics inks MoU with HK firm to bid for large scale solar project
- Malaysians highly optimistic on ability to adapt to AI - Bloomberg survey
- Solar industry can generate more jobs
- IKEA retail extension to open at year end
- SEDA in midst of completing e-bidding for biogas, small hydro power
- Vizione inks partnership to bid for Large Scale Solar Photovoltaic Plants



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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.



**YOUR AD HERE**

Sample of MIDA's homepage at [www.mida.gov.my](http://www.mida.gov.my)

### 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.




**YOUR AD HERE**

Sample of MIDA's E-Newsletter


### 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



One of our video walls at MIDA lobby



Some of our LCD TVs at MIDA lobby

### 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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### 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	

\*Exclusive of:  
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G = Government  
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

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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#### Malaysian Investment Development Authority

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