



**Dec  
2019  
Issue**

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



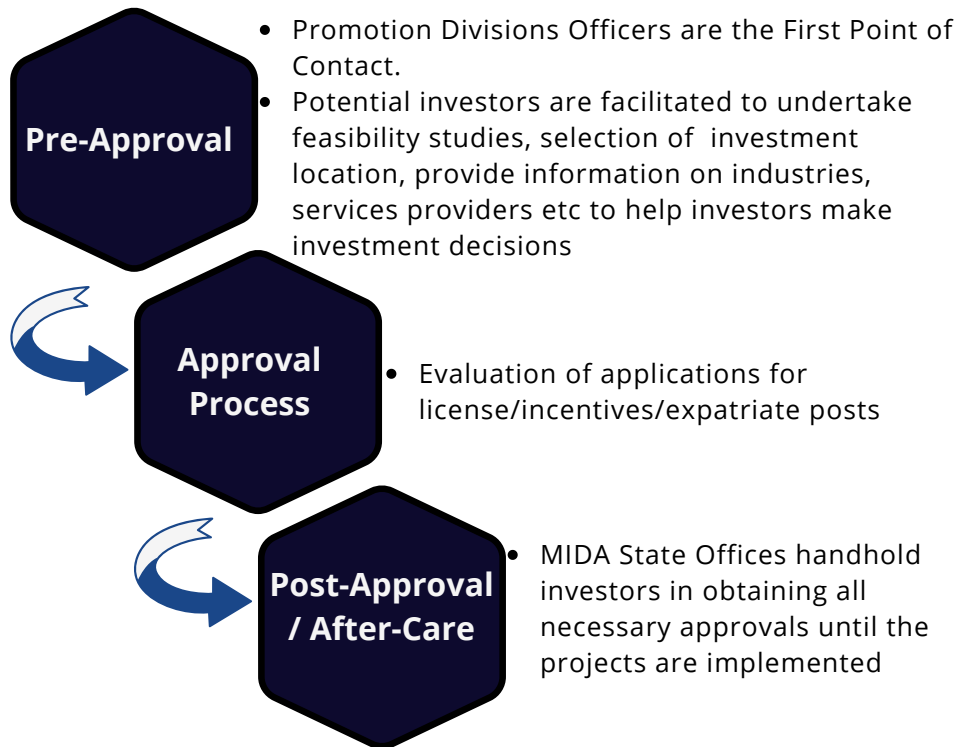
**HAPPY NEW YEAR**  
**2020**

# Getting to Know the Licensing and Incentive Compliance & Monitoring (PPPG) Function of MIDA

MIDA, through its Licensing and Incentive Compliance & Monitoring Section (PPPG) provides the aftercare services for manufacturing and services companies. According to the United Nations Conference on Trade and Development (UNCTAD), aftercare services is defined as the range of activities from post-establishment facilitation services to developmental support by the Investment Promotion Agencies to retain and encourage follow-on investment.

Since its establishment on 1st January 2011, PPPG is one of the most critical elements in the complete cycle of the Foreign Direct Investment (FDI) and Domestic Direct Investment (DDI) promotion, facilitating and assisting manufacturing and services companies in the implementation and operations of their projects after the approval of manufacturing license and/or incentive.

PPPG is entrusted to analyse the company's investment journey in Malaysia and encourage the periodic reviews of post-investment. The ongoing surveillance activities cover the process of reviewing the investor's business risk, due diligence and company's reform.



## Post investment services include:

- talent management and facilitation services by various ministries/agencies at the Advisory Services Centre
- Issuance of Manufacturing License and determination of Incentive Date
- Monitoring and Compliance

The monitoring platforms also serve as an initial warning system that allows identifying earlier, potential compliance issues.

Amongst the services provided by PPPG include evaluation of post licensing applications under the Industrial

Coordination Act (ICA), 1975 and evaluation and monitoring of post incentive applications under the Promotion of Investments Act (PIA), 1986 for Pioneer Status and Investment Tax Allowance and the Income Tax Act (ITA), 1967 for Income Tax Exemption (P.U.(A) 112 & P.U.(A) 113).





## What is Post Licensing?

Applications submitted to MIDA that are related to Manufacturing Licence and conditions, after the issuance of the Manufacturing Licence Certificate, such as:

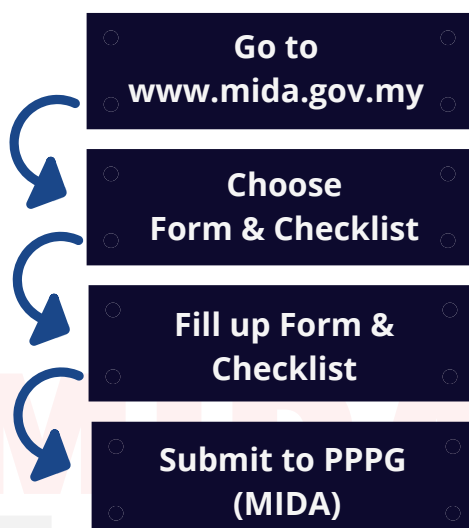
- Change of company name and address
- Amendment of factory address
- Change of factory location
- Consolidation of Manufacturing Licences
- Duplication of Manufacturing Licence
- Updating conditions in Manufacturing Licence
- Deferment of project implementation
- Surrender of Manufacturing Licence
- Cancellation of Manufacturing Licence
- Waiver of equity conditions
- Transfer of shares

## How to Apply for Post Licensing Approvals?

Example:

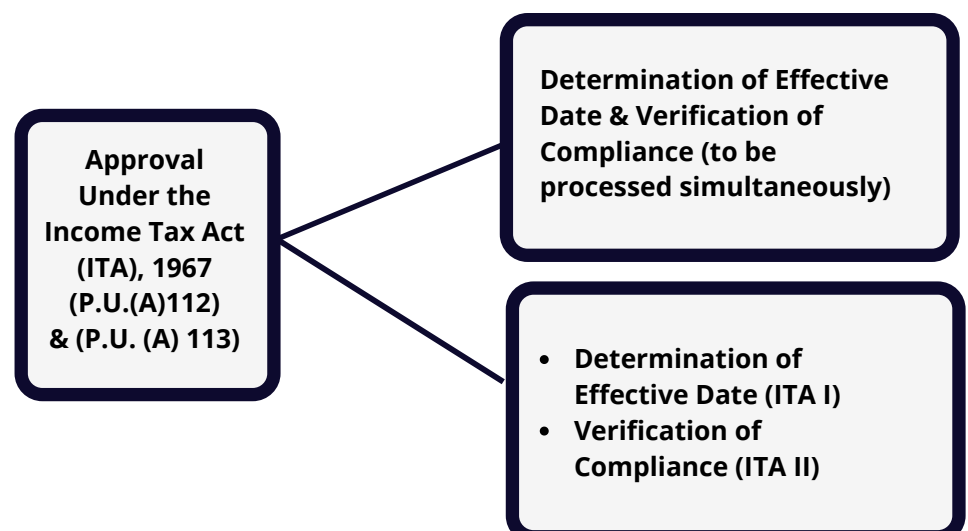
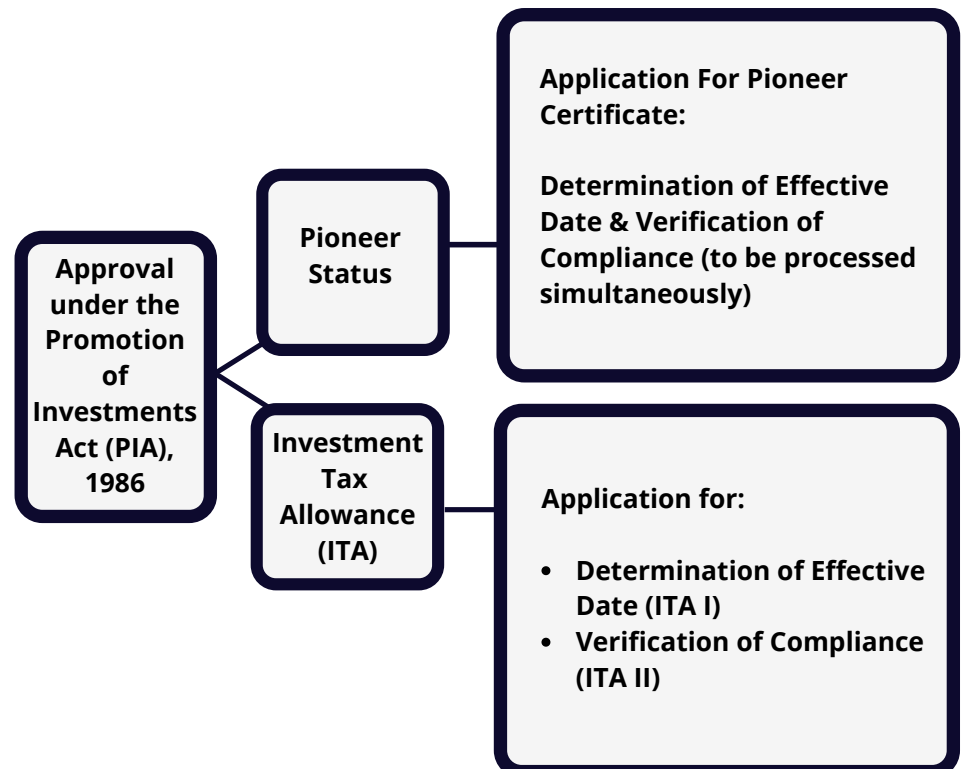
Company has changed its factory location to a new location and the company request to amend the information in the Manufacturing License Certificate

Just a Few Steps...



## What is Post Incentive Approval?

For projects which have been approved with tax incentives, companies are required to submit Post Incentive Applications to MIDA to determine the Effective Date of the incentives and Verification of Compliance's conditions before they can proceed to claim the tax incentive from the Inland Revenue Board (IRB).





## Services provided for Post Incentive Applications:

- ***Issuance of Pioneer Certificate under the Promotion of Investments Act (PIA) 1986***

Companies with approved Pioneer Status incentive are required to submit their application for issuance of Pioneer Certificate within 24 months from the date of the Incentive Approval Letter. At the same time, the company must achieve 30% of its commercial production or installed capacity (for manufacturing projects) or had issued its first sales invoice (for services projects).

- ***Determination of effective date under the Promotion of Investments Act (PIA), 1986 for Investment Tax Allowance (ITA) Incentive and Income Tax Act (ITA), 1967 for Income Tax Exemption***

There are two stages where the company is required to submit its application:

- i. ITA I – Determination of Effective Date (ITA I Form)
- ii. Verification of Compliance (ITA II Form)

A company is given two years from the date of the approval letter to submit an application for ITA I, Determination of Effective Date, by providing the first qualifying capital expenditure invoice.

- ***Verification for compliance conditions under PIA, 1986 and ITA, 1967***

A company is required to submit the ITA II application for the Verification of Compliance before submitting claims to the IRB and before the incentives period expires.

- ***Extension of Tax Exemption Period under PIA 1986 and ITA 1967***
- ***Deferment of Pioneer Status and Determination of Effective Date***
- ***Surrender of incentive initiated by a company***
- ***Withdrawal of incentive***
- ***Amendment of Pioneer Certification for Change of Company Name***
- ***Amendment of Pioneer Certification for Change of Location/Amendment of Factory Address***
- ***Annual Compliance Report***

Companies are to submit an Annual Compliance Report to MIDA and IRB for each year of assessment during the effective incentive period. The Annual Compliance Report is to be verified by a qualified External Auditor.

MIDA encourages investors to practice good governance and implement robust compliances through the facilitation of the exchange information and co-ordination among institutions engaged in or connected with industrial development. To further enhance MIDA's role of assisting investors, senior representatives from key agencies are stationed at MIDA's headquarters in Kuala Lumpur to advise investors on government policies and procedures. These representatives include officials from the Ministry of Human Resources, Immigration Department, Royal Customs Malaysia, Department of Environment, Tenaga Nasional Berhad and Telekom Malaysia Berhad.

For further information on MIDA's Post Approval Activities, please visit MIDA's website at [www.mida.gov.my](http://www.mida.gov.my)





# YAB Tun Dr. Mahathir Mohamad Visit to Qatar, 11 to 14 December 2019



**Y**AB Tun Dr. Mahathir Mohamad, Prime Minister of Malaysia, visited Qatar from 11 until 14 December 2019. The Malaysian delegation included Foreign Minister, Economic Affairs Minister, Defence Minister and senior officials from various ministries and agencies

In conjunction with the visit, MIDA and MATRADE in collaboration with Qatar Chamber of Commerce and Industry (QCCI) and Qatar Businessmen Association (QBA) organised a Roundtable Meeting with Qatar's Captains of Industry on 12 December 2019 in Doha.

A total of 81 Qatari businessmen and businesswomen from 62 companies attended the meeting. Among the potential industries promoted for collaboration includes the development of global operation hub, logistics, green tech, education, hospitality, oil and gas, chemical, food processing, halal and Islamic banking.

The delegation also visited Baladna Farm at Al Khor Al Thakhira. Baladna is one of the largest livestock and dairy farm owners in Qatar.

The company supplies over 95% of the country's fresh dairy products. On 10 October 2019, Baladna signed a joint venture agreement with FELCRA Malaysia, which involve a development of an anchor farm in Malaysia that is expected to be the largest in the country with 10,000 heads capacity targeting annual production of 50 million litres of milk per year.

The visit to Qatar was one of the Government's many efforts to strengthen Malaysia's economic bilateral relations with Middle East countries, especially Qatar, as well as to promote trade and investments into Malaysia.

# Visit by YAB Tun Dr. Mahathir Mohamad to the Republic of Korea, 25 – 28 November 2019



**Y**AB Tun Dr. Mahathir Mohamad led the Malaysian delegation visit to Busan and Seoul from 25 until 28 November 2019, in conjunction with the ASEAN – Republic of Korea Commemorative Summit. The Chief Executive Officer (CEO) of MIDA, Dato' Azman Mahmud and officials from the Foreign Investment Promotion Division of MIDA accompanied YAB PM for the visit.

YAB Tun Mahathir's programmes included the ASEAN leaders meeting, visit to the Korea Aerospace Industry (KAI) facility and Hyundai Rotem; a roundtable meeting with Korean Captains of Industry, and a bilateral meeting with H.E. President Moon Jae-In at the Presidential Blue House.

The Roundtable Meeting (RTM) with the Korean Captains of Industries was organised by

MIDA, MITI, MATRADE and the Korea Trade-Investment Promotion Agency (KOTRA). The RTM was an effective platform for Korean conglomerates to engage in a more candid and open conversation with Tun Dr. Mahathir and obtain insights on how businesses from both countries could work together for mutual benefits.

The Korean members were led by Her Excellency Yoo Myung-Hee, Minister for Trade, Ministry of Trade, Industry and Energy (MOTIE). The session was well attended by 56 Korean participants, representing 29 Korean companies and 3 government agencies and associations. Among the top 'Chaebol' (Korean Conglomerate) who participated in the session were from Samsung, Hyundai, SK, LG, Lotte, Hanwha, Shinsegae and KCC.





# Trade and Investment Mission to Japan



**M**alaysian Investment Development Authority (MIDA), together with the Malaysia External Trade Development Corporation (MATRADE) organised the Trade and Investment Mission to Japan from 29 November – 4 December 2019. The mission, led by YB Datuk Darell Leiking, Minister of International Trade and Industry visited three cities, namely, Kobe, Nagoya and Tokyo. A total of 113 Malaysian delegation members consisted of Federal government officials,

representatives from the state government, regional development agencies and private sectors. The trade and investment mission aimed at enhancing investment and bilateral ties with Japan as well as intensifying business-to-business linkages between the private sector of both countries.

The Seminar on 'Business and Investment Opportunities in Malaysia' held at the three cities attracted a total of 1,069 participants (288 in Kobe, 252 in Nagoya and 529 in Tokyo).

In conjunction with the seminars, 529 individual business meetings arranged were also organised (164 in Kobe, 180 in Nagoya and 185 in Tokyo).

During the Trade and Investment Mission, YB Minister MITI was interviewed by The Nikkei, one of the world's largest financial newspaper in Japan; and Kobe Shimbun, a daily newspaper based in Kobe. The Trade and Investment Mission to Japan attracted potential investments worth RM3.8 billion.



# 2020 Tokyo Olympic Games: Halal Business Opportunities



Over the years, the Olympic Games have brought about economic and social benefits to the hosting nations. With the approaching 2020 Tokyo Summer Olympics and Paralympic Games, Japan is expected to receive up to 40 million visitors, and the Japanese Government has been steadily opening up their economic borders for new business opportunities. One promising area is the halal food and beverages (F&B) industry.

Focusing on the summer games event alone, Japan will be hosting up to 450,000 athletes and delegates from all over the world, with 40% consuming and focusing on halal food products. This opens up a USD300 million worth of market translated in numerous segments in the food industry, particularly on halal ready-to-eat meals (RTM), and nutritional and high energy food products. It is estimated that the sports delegations will need up to 140 million serving of halal meals during their stay at the Athletes Village.

Recognising the massive potential of this emerging halal market, the Malaysian Government is steadily enriching the halal agenda to penetrate the Japanese market,

in terms of capacity development of local manufacturers and service providers as well as securing economic partnership through Government-to-Government (G2G) agreements. Several key strategic thrusts have been identified as enablers to realise the aspiration of having Malaysian F&B industry players tap into this market.

One of the central enablers is Malaysia's holistic halal certification and standards. Being a modern and progressive Islamic country with an open economy and a well-developed physical and institutional infrastructure to support the whole halal ecosystem, Malaysia has the edge in the development of the halal industry. Malaysia currently houses 13 halal and halal related standards covering food products, cosmetics, pharmaceutical and logistics. This Halal certification can be regarded as an extension of the existing standards in manufacturing and related services sector such as Good Manufacturing Practice (GMP)

Hazard Analysis and Critical Control Points (HACCP) and Food Safety Standards (FS2200).

With this globally recognised halal certification and standards, local industry players can leverage its reputation to showcase that their products and services are at par with global standards. Adhering to the principles of halal is not just being permissible according to the Islamic law, but it is in line with other global values such as using ethically sourced materials, hygienic, environmentally friendly and safe manufacturing practices as well as producing nutritionally balanced products. It is not surprising that Japan has agreed to sign a







Memorandum of Cooperation (MoC) with Malaysia on Halal Cooperation on 26 November 2018 and to be the only country to secure such co-operation, it serves as a testament of high standards practised by the country in regards to halal.

The second enabler is providing the right products to the targeted consumers – the athletes and visitors. As the demand for halal food peak during the Olympic Game season, fast and fresh alternatives food will be preferable compared to traditional processed food. Hence, halal central kitchen and halal ready-to-eat products will be the business model of choice in tapping this market potential.

Malaysian F&B players are encouraged to diversify into ready-to-eat meals–shelf-stable fresh food in advanced packaging such as retort pouches that will appeal to a broader range of consumer given its convenience. Simultaneously, central kitchens dedicated to preparing halal meals will serve almost 140 million fresh halal meals during the event. Continuous research and development (R&D) are essential in developing these products to meet the nutritional demand and taste preferences of the end consumers. Malaysian producers need to incorporate local Japanese taste into their end products, indirectly offering a halal option for Japanese consumers.

As at September 2019, MIDA has recorded nine ready-to-eat meals manufacturers that have the potential of tapping into this market. Some of these companies have been facilitated by MIDA to enhance and grow



their business to meet the demands of both local and international markets. MIDA offers assistance to support companies in their efforts to adopt high technologies into their production operations and their product packaging. This is essential to differentiate them from other food manufacturers, giving them a boost to penetrate overseas markets.

In essence, 2020 Tokyo Olympic Games is a strategic platform to showcase what Malaysia has to offer to the world. The success in capturing this market will be a testament of Malaysia prowess in the global halal industry and indirectly will open up new opportunities in different markets. Once the reputation is established, Malaysian halal F&B manufacturers will be able to build their portfolios in Japan. This is crucial as the demand for halal food products in Japan is forecasted to grow every year driven by the country's target of attracting almost one million Muslim tourists annually.

Malaysian F&B manufacturers can also explore offering halal ready-to-eat meals to convenience stores chains like Lawson, Family Mart and Seven

Eleven all around Japan. With more than 50,000 stores in the country, the potential of this halal segment is enormous. Should this vision materialise, Malaysia would be able to achieve the target of RM3.7 billion exports of halal products into Japan by end of 2020.

Moving forward, MIDA will continue to facilitate F&B manufacturers to grow and expand, beyond the limits of the local market. Apart from MIDA's efforts in providing incentives and grants, business matching opportunities are also set up for companies seeking joint venture (JV) partners as an avenue to gain tract in the industry and increase volume in their production to cater for greater markets. Companies are urged to adopt automation and undertake high technologies and high value-added activities in their production. This is in line with the national Industry4WRD policy to further increase the productivity and number of high-skilled workers in the manufacturing sector, including the F&B industry. With these support in place, it is hoped that it will ensure sustainable development of the halal F&B sector as a whole.

# Malaysia's Industrial Growth Complements Global Supply Chain

The trend of supply chain convergence has strengthened Malaysia's role as a Global Hub. Many MNCs such as Volkswagen, Nestle, IDT and IKEA have leveraged on Malaysia's strategic location and efficient trade infrastructure to serve their growing business in the Asian market.

Malaysia has certainly evolved as a dynamic business location. Having traditionally grown its economy through the manufacturing sector, Malaysia has developed a broad and diversified manufacturing base.

Leveraging on this, the Government began to promote manufacturing – related services such as International Procurement Centre (IPC) and Regional Distribution Centre (RDC) activities in the early 2000s to encourage MNCs and local companies to further expand their operation in Malaysia. The Government also sought to create seamless infrastructure to support the distributive trade activities of these companies by building the capabilities of local logistics service providers in providing integrated logistics services.

Due to the Government's promotional initiative, many MNCs and local companies began to centralise value-added activities such as bulk – breaking, repackaging and relabeling under their IPC and RDC establishments.

Many MNCs and local companies further ascended their value chain by undertaking more strategic functions such as supply chain management, business planning, R&D and engineering in the country. This is driven by Malaysia's commitment towards Free Trade Agreements (FTAs), implementation of regulatory reforms, promotion of technology and creation of knowledge workers. These companies who have established operations are referred to by the Government as 'Global Operation Hub' companies.

A notable company which has a Global Operation Hub in Malaysia is Intel. Intel Malaysia was established in 1972 in Pulau Pinang. With an initial workforce of only 100 employees, Intel Malaysia has now become one of its Group's largest and most diverse sites out of the United States. Intel Malaysia began its operations by undertaking shared services and manufacturing-related activities such as logistics and warehousing. The company soon developed the role of Intel's Global Service Centre, undertaking functions such as R&D, thereby significantly contributing to the Group's innovation and development of a broad product range including microprocessors, chipsets, network processors, and microcontrollers. As at today, Intel Malaysia employs over 3,000 local employees.







Another prime example is B. Braun which has been operating in Malaysia for 47 years. B. Braun Malaysia started its operation as the Group's first production plant for the Asia Pacific. The company then expanded its role as an International Procurement Centre to support 17 countries across the region. Today, B. Braun Malaysia is recognised as the Global Center of Excellence for Intravenous Access products, including R&D and production technology.



Due to the rising trend of Global Operation Hubs, the Government introduced the Principal Hub scheme in 2015 to encourage companies to undertake a more diverse scope of activities and place their key decision personnel in Malaysia.

The Principal Hub scheme complements Malaysia's competitive advantages as a Global Hub, which includes strategic connectivity within the booming Asian market, strong talent pool with multilingual skills and sound trade infrastructure.

Such global establishments have an enormous impact on Malaysia, particularly as they are one of the most significant contributors to investments and jobs creation to the country's services sector. Global establishments also increase Malaysia's export activities which lead to the substantial utilisation of the country's ports and local logistics services. This can be seen in the case of Broadcom's Global Distribution Centre which exports 90% of the Group's products via Penang International Airport, supporting local logistics service providers.



Another notable company is IKEA which is committed to establishing its Regional Distribution Centre in Malaysia to support IKEA retail stores across ASEAN.



These global establishments, undoubtedly, propel Malaysia's position as a business hub, as they attract major brand companies and their extensive supply chain network to establish their operations in the country.

Most importantly, these establishments lead to the creation of high skilled employment as well as knowledge and technology transfer to Malaysian companies. This is observed in industries such as electrical and electronics (E&E), where MNCs hire Malaysian employees and engage local vendors to undertake design, development and testing activities in new areas of technology.

# Our Journey in Malaysia : Tecnimont

Maire Tecnimont S.p.A is a multinational group with a highly technological DNA, and one of the leaders within the field of plant engineering, mainly in the hydrocarbon sector (petrochemical, fertilisers, oil and gas refining). Its contribution is fundamental to the transformation of natural resources into innovative products as well as working to gradually prepare for the growing renewable energy and green chemistry paradigm.

As the evidence of the Group's constant growth, Maire Tecnimont S.p.A. has been listed on the Milan Stock Exchange since 2007. Today, the Group operates in over 45 different countries, numbering around 50 operating companies with a workforce of more than 9,100 professionals. The legal representative of Tecnimont Malaysia is Dr Luciano Giorgi, who has an extensive experience of Malaysia's industrial market.

Inheriting great traditions from Italian engineering, Maire Tecnimont is a multicultural Group. Through strategic acquisitions between Fiat Engineering and Tecnimont, the development of historical names in the Italian industry continues within Maire Tecnimont. On these strong bases, it has founded an agile, flexible, and international business model, which offers continuous technological and manufacturing innovation, reflecting on its internal processes. The Group's portfolio has more than 1,300 specific patents and patent applications.

Maire Tecnimont S.p.A., in a joint venture with China HuanQiu Contracting & Engineering Corporation (HQC), has been awarded two packages of P07 and P27 by PRPC Polymers Sdn Bhd (PRPC Polymers). P07 is a package of the Refinery and Petrochemical Integrated Development (RAPID) complex relating to the



**Dr Luciano Giorgi,  
Legal Representative,  
Tecnimont Malaysia**

realisation of two polypropylene units on an EPCC Lump Sum Turn-Key basis. It will be located inside the Integrated Refinery and Petrochemical complex in Pengerang, south-eastern Johor. These two polypropylene units will be based on LyondelBasell's Spheripol and Spherizone technology and will have a capacity of 450,000 t/y (tons per year).

On the other hand, P27 is a package relating to the realisation of a high-density polyethylene unit on an EPCC (engineering, procurement, construction and commissioning) Lump Sum Turn-Key basis. These units will be based on LyondelBasell's Hostalen Advance Cascade Process (HACP) technology and will have a capacity of 400,000 t/y (tons per year).

The project's scope of work envisages the facilitation in terms of providing complete engineering services, equipment and material supply, erection and construction activities up to start-up and guarantee test run.



**One of the sites at RAPID complex, Pengerang**





This achievement provides further evidence of Maire Tecnimont's global leadership in the polyolefin field, enabling the Group to expand its geographical footprint in South East Asia, an area with strong downstream prospects. Strategically located in the heart of South East Asia, Malaysia has been chosen as the preferred location among Indonesia, Thailand, Philippines and Vietnam due to its market-oriented economy and pro-business Government policies. The Group has received great support from the Malaysian Government through the Ministry of International Trade and Industry (MITI), and Malaysian Investment Development Authority (MIDA).

Maire Tecnimont is also actively working on promoting and co-developing other potential mega projects in Malaysia in the field of oil and gas as well as fertiliser industries. Tecnimont, with its wholly own subsidiary company Stamicarbon, is the world market leader in licensing of urea production technology.

At the same time, Tecnimont is intensively working to materialise its innovative initiatives in several states of Malaysia to become a recognised promoter in the implementation of Malaysia's circular economy with the aim of:

- Mitigating the environmental impact of technologies used for oil and gas processing;
- Implementing effective circular economy processes via mechanical and chemical plastics recycling;
- Industrialising bioplastics production to address specific market requirements;
- Identifying oil substitutes to produce bio and renewable fuels from biomass feedstock.

Maire Tecnimont has recently started the operation of the new NextChem plant, the most advanced and efficient plastics recycling plant, managed by MyReplast Industries in Europe. Based on an economically sustainable business model, the plant is unique in terms of production capacity, processing flexibility and finished product quality.



In fact, it can produce over 40 thousand tons per year of recycled polymers, processing a range of incoming types of plastic waste, both post-consumption industrial such as vehicle components, food and industrial packaging production waste and urban post-consumption including materials from the sorting of household waste.

The treatment process ensures that the finished product, which is the recycled polymer, is of absolute top-quality with recycling efficiency of 95 per cent. Through an innovative approach based on product development, the plant facilitates in improving the properties of the incoming plastics (up-cycling) and enables the products to be sold on high-added value "premium" markets.

MyReplast Industries plant, very recently, has been visited and piqued the interest and appreciation of Y.B. Datuk Darell Leiking, Malaysian Minister of International Trade and Industry (MITI).



**YB Minister of MITI recently visited the MyReplast Industries plant in Milan**

# **We Invest in Our Home: Shan Poornam Group of Companies**

Industrialisation has become an essential part of modern society, and waste production is an inevitable outcome. However, some of the wastes produced are hazardous. These hazardous waste is not limited to e-waste nor is it exclusively generated by the electrical and electronics (E&E) industry. Hazardous wastes carry high environmental and health risks. It has an enormous adverse impact on the environment, human and wildlife if they are improperly treated, stored, transported or disposed. Mismanagement of hazardous waste may also lead to an increase in diseases, greenhouse effects, water contamination, severe weather and soil contamination.

E-waste is highly sought after among scavengers and unlicensed operators due to its high market value. Irresponsible recyclers tend to recover the material through traditional methods, exposing toxic effluents directly into the air, water and land. Some even dump low value residual or by-products in the ground. In view of this, it is crucial for the management of hazardous wastes to be undertaken in an environment-friendly and economically viable way.

Recycling will positively impact metal resources and reserves, protecting the environment from unsustainable mining practices. With the creation of circular economy, these waste materials can be transformed into secondary raw materials, including precious metals that can be used as valuable inputs for the production of new goods. Such recycling creates excellent opportunities for innovation, increased productivity and economic growth.



**Dato' Selvakumar Shanmugam Chetty**  
Chief Executive Officer  
Shan Poornam Group of Companies

Until the last decade, all precious metal recovery facilities are located in developed countries. Today, **Shan Poornam**, a home-grown waste recovery and treatment company, is capable of recycling and treating hazardous wastes. With environmentally sound and state-of-the-art technology, it operates with comparable efficiency and effectiveness of facilities in developed countries.

The Group began as a small waste collection operator in 1960, during a period when the public did not have high regard for scrap dealers. Through hard work, determination, sincerity and integrity, Shan Poornam has transformed, not only the company into what it is today but also the industry as a whole. The waste management industry then was frowned upon. No one considered waste management companies as solution providers or part of their supply chain, much less as manufacturers.



**Shan Poornam**  
A Cenviro Associate





Under the visionary leadership of its Chief Executive Director, Shan Poornam is now the regional leader in industrial hazardous waste management with highly integrated technology and an innovative R&D team spearheading breakthrough processes. Positioning itself as the “link between Industries and Environment” with a strong commitment to protecting intellectual property rights, the Group has a presence in Kuala Lumpur, Johor and Sarawak. Currently, Shan Poornam sits on an eight-acre plot of land in the Prai Industrial Estate, Pulau Pinang, employing some 600 trained and dedicated personnel with comprehensive expertise.

Backed by this strong team of personnel, the Group has the capability of processing 5,000 metric tonnes of hazardous and non-hazardous waste per month. Driven by the 4Rs green concept of Reduce, Reuse, Recycle and Recover, it is equipped with cutting edge customised facilities to convert waste such as e-waste, spent acid, alkaline, solvent, sludge, dross and non-ferrous metal scrap into raw materials for various industries. The Group is capable of providing pure closed-loop recycling whereby materials from the waste can be reused to create new products over and over again. Shan Poornam also produces finished eco-green products such as secondary aluminium alloy ingots, platinum, gold, palladium, silver and copper cathodes under the eco-label of “ENS-Environment, Nature, and Society”.



**Waste Acid / Alkaline Recovery Plant**

Shan Poornam's total commitment towards the continuous improvement in environment protection and conservation using green technology has been recognised with the highest award in the country - the Prime Minister Hibiscus Award for the Environmental Performance and Special Project categories. The Group has also been awarded the MITI Industrial Excellence Award. These achievements and growing reputation within the industry has attracted Cenviro Sdn. Bhd., which is wholly owned by Khazanah Nasional Berhad, to invest 40% into Shan Poornam in 2015. This synergistic partnership is expected to strengthen the country's strategic asset in line with its environmental conservation agenda.

It is noteworthy that the industrial waste in Malaysia is well regulated; however, this is not so for consumer waste, petroleum industry waste and automotive waste streams. Today, there is still a huge vacuum in the recycling and recovery industry in Malaysia. We are still far from achieving our recycling rate target of 22% by 2020 set by the Government, although Pulau Pinang has hit a commendable recycling rate record of 42% in 2018. Seeking to fill this gap, Shan Poornam is moving towards household e-waste recycling facilities with the vision to recover materials from other untapped recovered waste streams.

Furthermore, the Group is poised to support Malaysia to embark on the path towards Extended Producer Responsibility (EPR) program through the enactment of an EPR regulation which is currently limited through voluntary participation. This infrastructure will also assist the Malaysian Investment Development Authority (MIDA) to attract more investments with EPR commitments in Malaysia, further strengthening the country's green agenda.

Shan Poornam is undoubtedly the ideal choice for multinational companies seeking for total solutions for their hazardous waste recycling. The Group will continue raising the bar on what an electronic scrap recycler can accomplish in the developing world.

# Sabah Investment Seminar 2019 : Investors to Leverage on Sabah's Potential



The Malaysian Investment Development Authority (MIDA), in collaboration with the Ministry of International Trade and Industry (MITI) and Department of Industrial Development and Research (DIDR) Sabah organised the Sabah Investment Seminar 2019 on 16 December 2019. The event, which was graced by YB Tuan Chong Chen Bin, Assistant Minister of Trade and Industry (MTI) of Sabah aimed to update

participants on current policies, incentives and financial supports that are available for investors. Also present was Mr. Hairil Yahri Yaacob, Deputy Secretary General (Investment) of MITI and Mr. Ahmad Khairuddin, Deputy Chief Executive Officer II, MIDA.

The Seminar was well attended by over 300 participants from various fields, including manufacturers, and service providers.





## Highlights of December >>>



On 3 December 2019, the Italy-ASEAN Association, the European House and Ambrosetti announced that MIDA will be the main partner for the organisation of the High-Level Dialogue on ASEAN – Italy Economic Relations 2020. The event will be held in Kuala Lumpur in July 2020.



On 4 December 2019, Mr. Arham Abdul Rahman, Deputy CEO I, led MIDA's familiarisation visit to Infineon Technologies (Malaysia) in Batu Berendam, Melaka.



MIDA was the supporting partner of WowComm'19 Workshops held on 5 December 2019 at Putrajaya Marriott Hotel, Selangor.



MIDA Sydney, in collaboration with trade promotion agencies and business councils of Singapore, Vietnam, Philippines, Indonesia and Thailand in Sydney organised a briefing session for the Australia-Malaysia Business Council (NSW & ACT) on 6 December 2019.



On 7 December 2019, MIDA officials participated in a working visit led by YB Dr. Ong Kian Ming, Deputy Minister of Ministry of International Trade and Industry (MITI) to Konica Minolta's manufacturing facility and Smart Industry Center (SIC) in Melaka.



MIDA had a fruitful meeting with the management of the Star Media Group led by its Chairman, Dato' Fu Ah Kiow on 9 December 2019. MIDA's team was headed by Dato' Abdul Majid, Chairman of MIDA.



MIDA and the National Aerospace Industry Coordinating Office (NAICO) together with Malaysian local companies namely, Tijan Galaxy, Destini Group and the Malaysia Aerospace Industry Association (MAiA) represented Malaysia at the 1st New Space Economy Conference in Rome on 10-12 December 2019. MIDA and NAICO are spearheading the initiatives for the development of space economy and building Malaysian capabilities through vendor development programmes towards sustainable aerospace ecosystem.



MIDA was the one of the supporting partners for the SME100 Award 2019 ceremony, which recognises top local SME businesses. The event was held on 13 December 2019 at the KL Convention Centre (KLCC), Kuala Lumpur.





On 16 December 2019, Ms. Sarojini Ganesan, Senior Assistant Director of the Advanced Technology and R&D Division of MIDA spoke to 60 SME participants at a Seminar on *Smart Manufacturing Adoption in Industries*. The Seminar was organised by SIRIM Berhad in collaboration with the Japan External Trade Organisation (JETRO).



MIDA, in collaboration with the Ministry of Energy, Science, Technology, Environment and Climate Change (MESTECC) organised a joint post IGEM 2019 media conference on 17 December 2019 at MIDA Sentral, Kuala Lumpur.



On 18 December 2019, the Chinese Academy of Social Sciences (CASS) paid a courtesy visit to Dato' Abdul Majid, Chairman of MIDA. The session was also joined by Mr. S. Sivasuriyamoorthy, Executive Director of Investment Promotion and Ms. Choo Wai Meng, Executive Director, Strategic Planning (Manufacturing).



MIDA team led, by Mr. S. Sivasuriyamoorthy, Executive Director of Investment Promotion had an engaging discussion session with Recron Malaysia in Nilai, Negeri Sembilan on 26 December 2019.

## MALAYSIA RANKING

- KL ranked second best city in the world for expats

## ECONOMY NEWS

- MIDA lauds Sabah CM's strategy to facilitate investment
- Malaysia to advance towards inclusive, sustainable trade and investment — MITI Minister
- Malaysia an ideal destination for Qatari investors, says Dr M
- Malaysia remains attractive investment destination for China — MIDA
- Malaysia to maintain 4.8 per cent GDP growth target for 2020
- 'Malaysia on track towards developed nation status'

## INDUSTRY NEWS

- POIC Lahad Datu attracts RM300 mln investment from Japan
- Petronas: PFLNG Dua to start commercial operations in November 2020
- Mohd Shafie proposes to Toyota to set up plant in Sabah
- ASEAN's first halal gelatin industrial park in Malaysia by Sanichi
- Sanichi to set up ASEAN's first JAKIM-certified halal gelatin plant in Melaka
- AMMI members to invest up to RM765 mln in 2020
- Sarawak to set up bio-industrial park in Kota Samarahan
- N. Sembilan set to become smart manufacturing hub
- Penang govt to expand industrial land in Byram, Nibong Tebal
- Bennis Chocolate launches Asia's first open-concept chocolate factory
- X70 CKD production triggers new developments in vendor ecosystem - Darell
- Govt approves 4 manufacturing projects worth RM5.4b
- Japanese firm eyes investment in pellet wood industry in Tanjong Manis
- Petroventure Energy to build RM9.5 bln refinery in Sabah
- Nadicorp partners Turkey's Nurol Makina for industrialisation of specialised vehicles
- Manufacturing sector underpinned by strong private investment: Tun M
- TOP opens second medical device company in Malaysia
- MRO to be big contributor to Malaysia Aviation Group by 2025





## SERVICES NEWS

- **Emphasis on STEM, TVET to strengthen manpower resources - Dr Mahathir**
- **Sino Hua-An diversifies into technology sector with TouchPoint buy**
- **PKT Logistics to develop RM200mil depot**
- **China firms set to invest RM3bil in cinema sector**
- **IGEM 2019 surpasses all targets, achieves nearly RM6 bln in business leads**
- **Port Klang Authority plans 2 capacity expansion projects**
- **Paragon Globe ventures into healthcare sector**
- **Service sector to achieve 60pct GDP contribution in 3 years**
- **Healthcare seen supported by medical tourism**
- **Hiap Huat buys land in Pulau Indah for new waste treatment plant**

## CROSS BORDER NEWS

- **Guan Chong expands global footprint with European acquisition**

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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.



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.




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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### TRAINING ROOM

### MEETING ROOM

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

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

G = Government  
P = Private

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

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Perdana Hall



PC Room



Boardroom



Japan Room

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

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### 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).

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

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