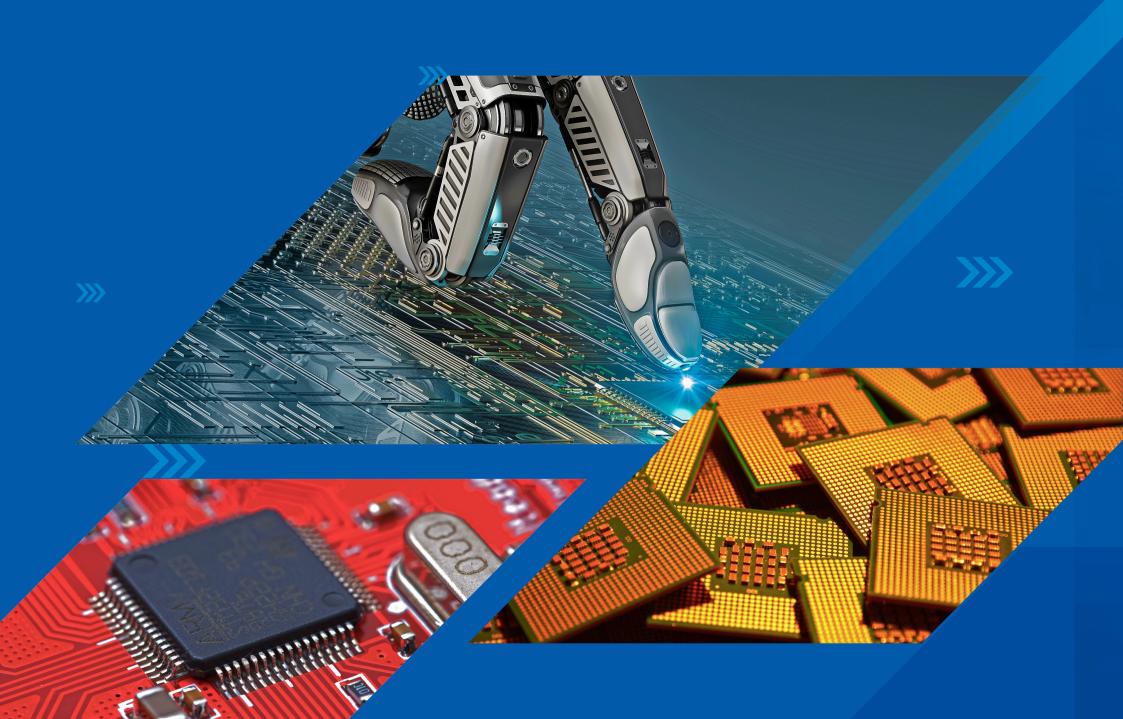




MALAYSIA'S E&E INDUSTRY



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MALAYSIA: A GLOBAL ELECTRICAL AND ELECTRONICS (E&E) PRODUCTS POWERHOUSE

Records of a well-rooted industry

E&E is a key driver of Malaysia's industrial development, contributing significantly to GDP growth, export earnings, investment, and employment, thus stimulating the growth of new economic clusters, particularly in relation to manufacturing-related services such as testing and engineering, as well as trade services-related global hub activities

Malaysia's diverse electrical and electronics products (E&E) industry is in its fifth decade of operations, having started with just eight component production companies in the 1970s (also known as the "8 Samurais"). The companies were National Semiconductor (now Texas Instruments), Intel Malaysia, Hewlett-Packard (now Agilent), Advanced Micro Devices (AMD), Bosch, Clarion, Litronix (now Osram) and

Hitachi (now Renesas). This mature industry continues to grow with the adoption of new, innovative, and advanced technology. Malaysia today is a major player in the fast-expanding E&E market, of which major export destinations include Singapore, Hong Kong, the USA, PRC, Japan and Europe. Local industry champions operate alongside multinational companies (MNCs) from the USA, Japan, the Republic of China (Taiwan), the Republic of Korea, and a number of European countries, manufacturing products ranging from semiconductor devices to consumer and industrial electronics.

The industry acts as a catalyst in the development of all other industries due to its propensity for innovation, firm commitment to capital investment, and substantial funding for research and development

(R&D). This enhances the

industry's value chain,

talent, and the training of employees who can address issues such as Intellectual Property (IP) protection, licensing, and R&D spending.

the development of a pool of product design

- Clarion
- Osram
- Advanced Micro Devices(AMD)
- Renesas
- Texas Instruments
- Intel Malaysia
- Agilent
- Bosch

Also known as the **8 Samurais**, these were the first foreign E&E companies to set up production facilities in Malaysia

FIVE DECADES AND BEYOND

1970s

1980s

1990s

2010

Current

Future

Malaysia attracted E&E investments through labour-intensive projects aimed at reducing unemployment, supported by a business-friendly government. Manufacturers concentrated on simple E&E components, semiconductor parts, and semi-knocked-down (SKD) electrical products.

As the local companies matured and gained experience, the industry's sophistication in machining equipment grew in tandem. The companies began to manufacture consumer electronics parts and components and took on assembly-related work. The surge of demand for consumer electronics ensured that E&E manufacturing was on an upward trajectory.

Companies began to establish design and development (D&D) centres to engage in semiconductor packaging development, manufacturing process development, and design activities. Among the manufactured goods that dominated the era were office and computer equipment - including disks - to cater to the booming PC market demand.

Malaysia moved up the value chain. To stay competitive, E&E factories evolved from high-volume, low-mix operations to high-mix, low-volume operations. Wafer fabrication companies continued to establish and expand their facilities in Malaysia, further positioning the nation among the global top E&E exporters catering to the regional and global demand for semiconductors.

The Government through MIDA has been encouraging manufacturers to establish more R&D and D&D centres, centres of excellence, global procurement centres, logistic centres, and OHQs in Malaysia. E&E manufacturers are currently exploring the business potential that can be derived from new growth areas such as E-Commerce, Automation, IoT, and AI, accelerating the move towards Industry 4.0 by society and industry alike. Today, IoT is pushing demand for more advanced semiconductor devices such as sensors, resistors, and transceivers, to help the industry to adopt digitisation and digitalisation aimed at improved productivity, profit, and competitiveness.

The E&E manufacturing space is evolving, as more and more companies move into more knowledge-intensive, hi-tech, innovative, and higher-value-add activities. With the availability of a sophisticated talent pool – such as in the integrated circuit (IC) design segment – Malaysia is ready to shift forwards into the development of autonomous vehicles, smart machines, and robotics, among other things. Al provides huge future opportunities as the key technology that will drive the emergence of a fully-connected Industry 5.0 society and economy. Al's future dominance will help communities to make accurate decisions due to precise forecasting capabilities and business process optimisations. Future industry megatrends are forecast to be shaped heavily by the advancements made by Industry 4.0 pillars.

EVOLUTION OF MALAYSIA'S ELECTRONICS INDUSTRY

E&E industry in Malaysia:

Started in 1970 with 8 Companies





Consumer electronics: Clarion and **Bosch**



Components: AMD, Agilent, Intel. Osram. Renesas and Texas Instruments

Malaysia ranks 7th in Global E&E exporters

(World Trade Atlas)



Consumer **Electronics Parts** to Full Assembly



Office and Computer Equipment (inc. hard disk drives)



Higher Value-added Products/Activities. Research & Development. IC and System Design Wafer Fab. Ingot Growing Low Volume, High Complexity and High Mixed Products (e.g. Instrument, Medical. Aerospace). Digital Consumer Goods (e.g. Blu-Ray Player, HDTV-LED Flatscreen, e-Book Reader)



Internet of Things. Cloud Computing. Wireless Electronics, Autonomous Vehicles. Nano Technology, Robotic Servants. SMART Electronics, Telekinesis. Virtual Reality, Artificial Intelligence. Advanced Energy. Smart Machines



Sensors.

3D Integration.

Miniaturisation.

Electric Vehicle (EV)

Smart Grid.

Storage,

Fablite.

Fabless.

Current

2010

1990

1980

1970

Simple Components.

Semiconductor Parts

Assembly and SKD **Electrical Products**



Low technology products

Low value added

Capital intensive

• Knowledge based
Hi-tech

FACTSHEET: THE E&E INDUSTRY TODAY

2021

2022

Foreign Investment (FI)

RM146.3 billion

94

Number of Approved Manufacturing Projects Domestic Investment (DI)

RM1.7 billion

28,362

New Jobs

Total Approved Investments

RM148 billion

Foreign Investment (FI)

RM27.9 billion

106

Number of Approved Manufacturing Projects Domestic Investment (DI)

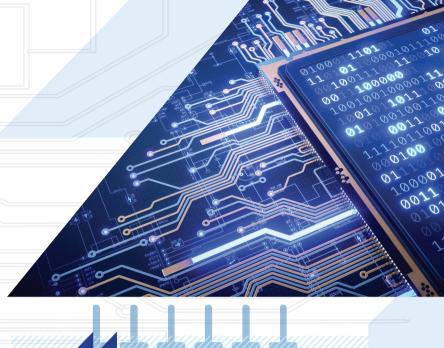
RM1.4 billion

27,072

New Jobs

Total Approved Investments

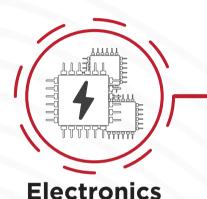
RM29.3 billion



In 2022, the E&E sector continues to be the major contributor to Malaysia's export earnings, accounting for RM593.5billion worth of exports, or 38.2% of total exports

E&E AT A GLANCE

Malaysia's comprehensive E&E ecosystem includes companies ranging from local SMEs to large local corporations (LLCs) and foreign MNCs. These companies produce a variety of E&E products across all industry segments and subsectors.





Components

Semiconductors, passive components, printed circuit boards, metal stamped parts and precision plastic parts



Consumer

Audio video products such as television receivers, infotainment products, speakers, cameras and electronic games



Industrial

Multimedia and IT products such as computers and computer peripherals; telecommunications equipment; office equipment; and box built products for industrial applications





Distribution boards, control panels, switching apparatus, lighting, transformers, cables and wires, primary cells and batteries, solar cells and modules, air conditioners, household appliances

MALAYSIA'S ELECTRONICS CLUSTERS

PULAU PINANG

IC/ Package/ Test design

Baysand UST Global Microsemi Phisontech IDT Oppstar Infinecs Experior

Semiconductor back end

Intel TF-AMD Osram IDT Avago ASE Fairchild Renesas Analog Globetronics

Components/ Module/ System/ Device/ EMS

Venture Plexus Knowles WD Media Flextronic Jabil Amphenol Smart Modular Benchmark Sandisk Nationgate

Product & Equipment

NI Malaysia HP Keysight Agilent LDA Bosch Clarion **Aemulus**

Lumileds Osram Globetronics

Jinko

KELANTAN

LED

Rohm Wako

KEDAH

IC/ Package/ Test design

Whizz

Semiconductor front end

Osram Fuji Electric Infineon Silterra

Semiconductor back end

Intel Fuii

Components/ Module/ System/ Device/ EMS

Sharp Celestica Smartrac **BCM**

First Solar Risen

PERAK

Semiconductor back end

Carsem Unisem

Components/ Module/ System/ Device/ EMS

Coherent K-One Murata Salutica

TERENGGANU

LED

Avialite

SELANGOR

IC/ Package/ Test design

KevAsic Symmid IC Microsys

Semiconductor front end

S.F.H MEMC MIMOS

Semiconductor back end

Freescale TI Amkor

Components/ Module/ System/ Device/ EMS

Sensata Betamek Success

Product & Equipment

Panasonic Sony Sharp Samsung

Nichia My LED

Longi Hanwha Q Cells

NEGERI SEMBILAN

Semiconductor front end

On Semi

Semiconductor back end

On Semi Nexperia

Components/ Module/ System/ Device/ EMS

Alps TDK

Product & Equipment

Samsung

MELAKA

Semiconductor front end

Testhub

Semiconductor back end

Infineon TI

Components/ Module/ System/ Device/ EMS

Maruwa TDK Vishav Semiconductor

Panasonic

Dominant Opto

Sunpower

JOHOR

Semiconductor back end

ST Micro Micron

Components/ Module/ System/ Device/ EMS

Celestica WD Flextronics Media Seagate Foxconn IPEX Global Manufacturing V.S. Industry SKP SMT

Product & Equipment

Panasonic

SARAWAK

Semiconductor back end

X-Fab Melexis

Components/ Module/ System/ Device/ EMS

Taiyo Yuden HGST





MALAYSIA'S E&E INDUSTRY





ELECTRONICS MANUFACTURING SERVICES (EMS)

EMS companies are strategic partners to larger original equipment manufacturers (OEMs), offering end-to-end manufacturing solutions via the assembly of products/ modules and providing contract manufacturing services to their clients. They have since become turn-key providers. offering a variety of value-added engineering services such as D&D and new product introduction. They offer a full range of integrated vertical capabilities, from conceptualisation and software to design and product development, Today, EMS companies manufacture a broad range of equipment across various industries, including medical, aerospace, oil and gas, automotive, and information and communications technology (ICT).





Evolution of EMS Companies

1990s

Entry-level EMS

- Primary `Though Hole Technology`
- Simple `SurfaceMount Technologies`(SMT)

2000s

Capacity building

- Wave of consolidation into global EMS companies
- Dedicated process, package and product lines

2010-2015

Beyond semicon

- LED and photonics
- Medical devices
- Advanced integrated substrates and complex PCBAs

2015-now

Full turnkey

- Complete `Box Built`
- Value-added engineering, D&D and NPI
- Smart and Industry 4.0 manufacturing

Services (EMS) Companies in Malaysia

Initially

- Contract manufacturers
- Low mix, high volume production, eg. PCBAs
- Advantages:
 - 1. Economies of scale
 - 2. Production flexibility
- Disadvantages:
 - 1. Low value-add
 - 2. Labour intensive
 - 3. Low profit margin
 - 4. High risk

Today

- Vertical capabilities from conceptualisation, software and design to product development
- Equipment manufacturers for applications in medical, aerospace, oil and gas, automobile and ICT

Flex
Celestica
Jabil
Plexus
Sanmina
Vertex
Benchmark Electronics





The E&E industry is represented by a number of related associations that cooperate with the chambers of commerce that, in turn, represent industry players as part of the overall ecosystem. These chambers of commerce and trade associations, together with other industry-specific groups, also provide venues for information sharing, develop relevant standards, promote the industry's interests, and formulate codes of conduct and best practices.

MIDA collaborates with these associations and chambers of commerce by collating feedback from these associations to formulate effective policy advocacy and strategy, supply chain programmes, plans to expand and grow the E&E industry, as well as business-matching services.

Industry Associations

Semiconductor Foundry Association Malaysia (SFAN)

Malaysian Alternative & Renewable Industry (MARI)

Malaysia Cable Manufacturers Association (MCMA)

Malaysian Semiconductor Industry Association (MSIA)

The Electrical and Electronics Association of Malaysia (TEEAM)

Malaysian Photovoltaic Manufacturers Association (MPMA)

Malaysia Bumiputera Solar Manufacturer Association (BUSFA)

> Malaysian Integrated Chip Designers

Malaysian Integrated Chip Designer Association (MICDA)

Malaysian Photovoltaic Industry Association (MPIA)

Malaysian Air- Conditioning & Refrigeration Association (MACRA)

Chambers of Commerce

The Japanese Chamber of Trade and Industry Malaysia (JACTIM)

Malaysian-German Chamber of Commerce and Industry (MGCC)

Malaysian American Electronics Industry Association (MAEI) (under the American Malaysian Chamber of Commerce (AMCHAM))



DEVELOPMENTS IMPACTING GLOBAL INDUSTRY

The technology convergence of nanotech, biotech, and information sciences drives the creation of new products, particularly in the advanced manufacturing of medical devices and imaging technology; ICT; and clean and green technology. These industries and others have benefited from advances in the top 50 technologies, including digital and smart manufacturing, cloud computing, advanced energy storage, smart textiles, and flexible electronics.



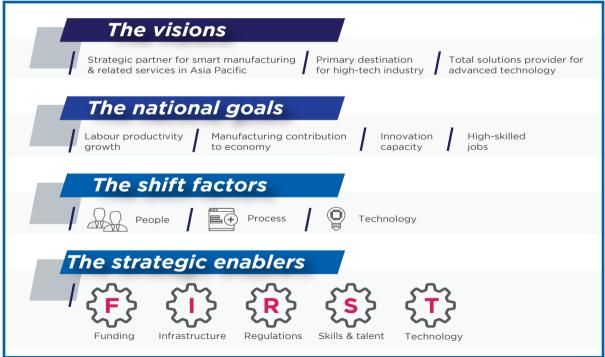


EMBRACING THE FOURTH INDUSTRIAL REVOLUTION (INDUSTRY 4.0)

The Malaysian Government, in cooperation with industry stakeholders, has undertaken efforts to scale up technological transformation through the adoption of technologies related to automation, smart manufacturing, and Industry 4.0. The aim is to have stakeholders commit to higher-value-added activities and integrate key Industry 4.0 technologies into their manufacturing and supply chain operations.



Industry4WRD: The Framework





Increasing investments into the E&E industry necessitates a strategy aimed at nurturing and growing Malaysian champions (LLCs and SMEs alike) and attracting a diverse range of MNC and EMS companies. MIDA's extensive promotional efforts in this space are designed to bring in companies that engage in higher value-added activities such as R&D specialists, companies with new and emerging technologies, and those engaged in the global supply chain. One such effort is the E&E Directory, which lists Malaysia's E&E companies across all subsectors and segments online.

Companies that can fill the gaps within the identified ecosystems (i.e. targeted E&E subsectors) are also being encouraged to invest in Malaysia.



OPPORTUNITIES IN E&E SUBSECTORS: SEMICONDUCTORS; LED; SOLAR

SEMICONDUCTORS

- 6 out of 12 of the largest semiconductor companies currently operate in Malaysia
- · Key segments: automotive electronics, sensors, actuators, and communications chips
- Malaysia has strong back-end capabilities (i.e. IC packaging and testing)
- Semiconductors are a key enabling technology for many applications, including the Internet of Things (IoT), automotive, medical, industrial, transportation, aerospace, and energy applications
- Many semiconductor operations in Malaysia have upgraded their facilities into integrated manufacturing centres that fuse their manufacturing activities with R&D, product D&D, marketing, and distribution activities
- Some companies have even established their global hubs, global excellence centres, control towers, global delivery centres, global fulfilment centres, and shared services centres in Malaysia



OVERVIEW: SEMICONDUCTOR ECOSYSTEM



OVERVIEW: LED

LED

- The global market for solid-state lighting is estimated to grow from USD17.165 billion in 2022 to USD24.52 billion by 2023 according to Research Reports World, with a compound annual growth rate (CAGR) of 6.12% during the period until 2028
- Three (3) out of the nine (9) largest LED companies have operations in Malaysia
- Malaysia is strong in automotive lighting through the presence of Lumileds and OSRAM
- Growth areas: industrial lighting, automotive lighting, commercial lighting and architectural lighting
- Opportunities exist in front-end activities such as LED wafer fabrication; and materials and substrate and epitaxy manufacturing



OVERVIEW: SOLAR

SOLAR

- Seven (7) of the 11 largest solar Photovoltaics (PV) companies have operations in Malaysia
- Malaysia has a complete solar energy industry value chain, starting from manufacturing of materials and PV modules right up to system integration
- Malaysia is the 3rd largest global manufacturer of PV modules and products, and is the world's largest thin film manufacturing site
- · Key growth factors: energy security, fossil fuel savings, energy diversity, and fuel price volatility
- Malaysia has successfully developed an integrated ecosystem of solar-based products, with presence of global players such as First Solar, Longi, SunPower, Hanwha Q Cells, Jinko, and Risen. More focus is planned to increase consumer adoption of renewable energy to create demand for solar service providers



DECIDE TODAY TO INVEST IN MALAYSIA

Malaysia's market-oriented economy - combined with its young, educated workforce, and its government's commitment to maintaining a business-friendly environment - has been Malaysia's formula for success in attracting investments into the country's electronics sector.

Strategically located with well-developed infrastructure

Malaysia's strategic location means it is able to offer a cost-competitive platform for investors intending to set up offshore operations for the manufacturing of advanced E&E products and services.

Malaysia's central location in the heart of ASEAN also makes it a cost-efficient hub, with excellent land connectivity and a plethora of airports and seaports that offer unparalleled access to Southeast Asia's regional market of over 600 million people.

Providing access to global markets

Malaysia has signed several bilateral free trade agreements (FTAs) that span the globe, providing manufacturers preferential access to these export markets. The seven bilateral FTAs include Turkey, Japan, Australia, Chile, India, New Zealand, and Pakistan. Meanwhile, as part of the Association of Southeast Asian Nations (ASEAN), Malaysia is also signatory to seven regional FTAs; namely, ASEAN-China, AFTA, ASEAN-Hong Kong, ASEAN-Australia-New Zealand, ASEAN-India, ASEAN-Japan, and ASEAN-Korea.

Malaysia is also a signatory of the Regional Comprehensive Economic Partnership (RCEP), which is an FTA covering the entirety of ASEAN, as well as Australia, Japan, the PRC, the Republic of Korea, and New Zealand.

Prioritising businessfriendly policies

Malaysia has signed Investment Guarantee Agreements (IGAs) with more than 60 countries. These IGAs provide foreign investors with favourable legal rights and protections in order to encourage greater levels of FDI.

Fostering liberalised equity ownership

Malaysia allows all foreign investors to own up to 100% equity in any corporation established in the manufacturing sector (including the E&E industry).

Fostering research facilities/incubators and standards bodies

Malaysia is home to several worldclass applied research and certification organisations.

Companies that are keen to explore applied research opportunities to boost corporate productivity can partner with the Malaysian Institute of Microelectronic Systems

(MIMOS) in these key areas:

- » Information security
- » Photonics
- » Intelligent informatics
- » Artificial intelligence
- » Microelectronics
- User experience
- Advanced computing
- Nanoelectronics
- Wireless innovation

Launched in 2012, the Collaborative
Research in Engineering and Science and
Technology Centre (CREST) was formed to
grow Malaysia's E&E research, development,
and commercialisation ecosystem through
market-driven collaborative R&D and talent

development. CREST collaborates with companies and academia in the following technology clusters:-

- > LED/Optoelectronics
- > IoT & embedded systems
- > IC Design, test, & validation
- > Advanced material & packaging
- > Industry 4.0
- > Drones & autonomous vehicles

Malaysia guarantees intellectual property protection

When it comes to IP rights, Malaysian's laws conform to international standards. It is a member of the World Intellectual Property Organisation. Malaysia is also a signatory of the Paris Convention and Berne Convention – which govern IP rights – as well as a signatory of the Agreement on Trade-Related Aspects of IP Rights under the World Trade Organisation.

Malaysia allows for maximum repatriation of income

Malaysia puts no restrictions on the repatriation of capital, interest, dividends, or profits.

Facilitating employment of expatriates

In the event that local personnel do not possess the relevant skillsets or technical knowhow required in any particular capacity, foreign investors may appoint expatriates in two categories:

- Key Post (posts that are permanently filled by foreigners)
- 2. Term Post (posts that are filled by foreigners for a period of 1-5 years)

HOW MIDA HELPS SMOOTH OUT YOUR INVESTMENT JOURNEY IN MALAYSIA

Obtaining applicable financial/monetary/tax incentives

A corporate rate of 24% applies to all companies in Malaysia regardless of ownership. A wide range of tax incentives is made available to these companies and is constantly reviewed by the Government to ensure that these incentives maintain their competitive edge in the global marketplace.

MIDA can help you understand your eligibility for various financial, monetary, and tax incentives, as well as facilitate your applications for them.

Expediting approvals of applications and permits

- Manufacturing licences
- Matching grants
- Expatriate posts
- Customs duty exemptions
- ✓ Implementation via MIDA state offices/ State agencies/Local authorities



Pioneer status

Income tax exemption ranging from 70% to 100% for a period of 5 or 10 years



Investment tax allowance

60% or 100% on qualifying capital expenditure for 5 years



Reinvestment allowance

60% on qualifying expenditure for 15 consecutive years



Import duty exemption

For raw materials/components and machinery and equipment

Facilitation of various processes:

- Attracting the right talent
- Post-investment issues
- Engineering support services (e.g. fabrication, mould and die, machining, and surface engineering)
- Sourcing from local manufacturers for cost management and to shorten supply chains
- ✓ Technology collaboration through partnerships with SIRIM, CREST, MIMOS, and other research centres
- Bringing companies and funding sources (e.g Banks/fund managers) together via the investment coordination plat form team

NEXT STEPS FOR YOUR INVESTMENT

Learn more about Malaysia's E&E industry players

Together with our partners MATRADE, SME Corp, and MPC, MIDA has been spearheading initiatives to connect local companies and SMEs to MNCs and LLCs through multiple platforms. The E&E Directory is our latest digital platform and is the sole platform that concentrates on the Malaysian E&E landscape.

Created in partnership with Malaysian E&E industry players, the E&E directory is a comprehensive web database that showcases participating companies' various capabilities, products and service offerings. The directory aims to promote and connect all E&E companies in Malaysia to enhance their market penetration domestically and globally, as well as facilitate the exploration of new business opportunities within the existing ecosystem.

This directory serves as an official reference which MIDA uses to recommend reputable Malaysian companies to MNCs and foreign investors looking to build strong domestic supply chains. MIDA and other related agencies also refer to it for use in promotional tools, as a reference for outsourcing or joint venture inquires, as well as for market penetration initiatives.

The directory features an interactive Malaysian map that pinpoints the precise locations of the companies in the database. Other features include being able to identify companies of interest according to the target ecosystem or target industry cluster within the E&E domain.



https://ee.mida.gov.my/



SUCCESS STORIES

SYMMID CORPORATION SDN. BHD.

An ISO 9001-certified and Malaysia-based fabless semiconductor design company, Symmid Corporation Sdn. Bhd. is a preferred partner for many leading semiconductor companies in Europe, the USA, and Asia. The company provides end-to-end IC design services to fabless design houses, electronics and semiconductor system companies, equipment manufacturers, and service providers.

With MIDA's financing facilitation, the company has been able to purchase technological assets, build more facilities, conduct R&D, and provide technical training for its IC design engineers.

INTEL MICROELECTRONICS (M) SDN. BHD.

With MIDA's support, Intel Microelectronics (M) Sdn. Bhd. (Intel) carried out various R&D projects, which has in turn produced highly skilled engineers and talent for the semiconductor sector. In addition to that, Intel's presence in Malaysia has also symbiotically benefited the local SMEs by

enhancing their capabilities in the country.

Various vendor development programmes
have integrated these local SMEs into Intel's
global supply chain.





USEFUL ADDRESSES | MIDA STATE OFFICES | MALAYSIAN INVESTMENT DEVELOPMENT AUTHORITY

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