



**December  
2020  
Issue**

**MIDA**  
MALAYSIAN INVESTMENT DEVELOPMENT AUTHORITY

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



**HAPPY  
NEW  
YEAR**

**2021**



## Automation and Digitalisation:

Key Enablers for Future Factories and Businesses

### Budget 2021:

"Resilient As One,  
Together We Triumph"

1

5

### MIDA Launch New Website

to Serve Evolving Business Needs

7

### Medical Imaging Technology:

Visualising the Future Healthcare Tech

9

### Green Technology Incentives:

Towards Achieving Sustainable Development in Malaysia

11

16

13

Events and Highlights

Meinhardt EPCM Sdn. Bhd.

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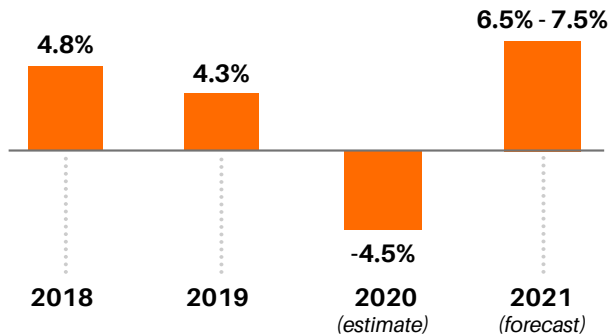


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# Budget 2021: "Resilient As One, Together We Triumph"

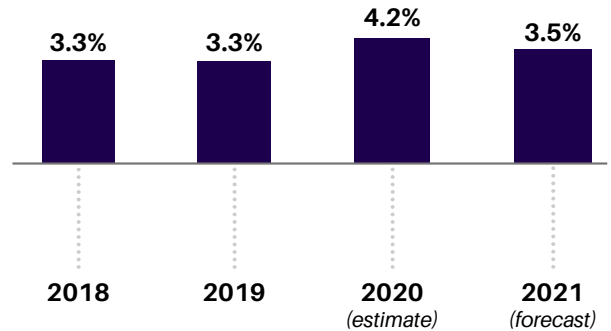
## THE SNAPSHOT OF MALAYSIAN ECONOMY

### GDP



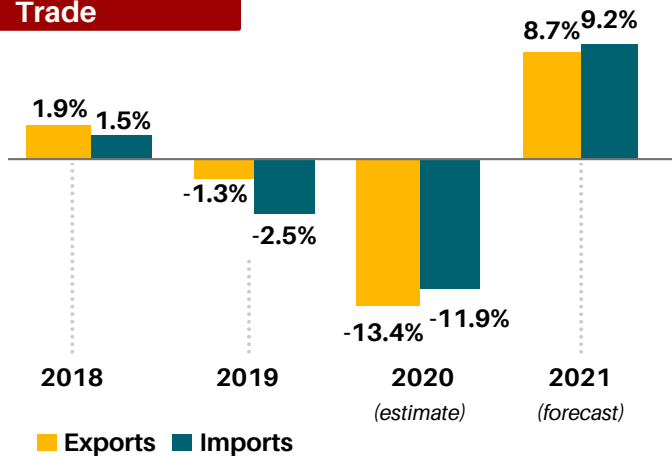
- Due to the pandemic, GDP is projected to contract by 4.5% in 2020.
- However, the GDP is expected to rebound in 2021 with **growth of between 6.5%-7.5%**.

### Unemployment



- The closure of operations for business during the MCO has directly affected the labour market.
- The unemployment rate is expected to rise to 4.2% in 2020 due to the weak labour market. However, it is anticipated to **decrease to 3.5% in 2021**.

### Trade



- Total trade is forecasted to decline by 5.7% to RM1.74 billion
  - Gross exports is anticipated to decline due to global restrictions and supply disruptions
  - Gross imports is expected to drop due to lower imports of intermediate and capital goods
- Both **exports and imports are expected to rebound in 2021** following the recovery in global trade and supply chain.



Source: Ministry of Finance, Economic Outlook 2021

	2020 (estimate)	2021 (forecast)
Total Revenue	RM227.3 billion	RM236.9 billion
Tax Revenue	RM153.3 billion	RM174.4 billion
Direct Tax	RM115.1 billion	RM131.9 billion
Indirect Tax	RM38.2 billion	RM42.5 billion
Non Tax Revenue	RM74.0 billion	RM62.5 billion

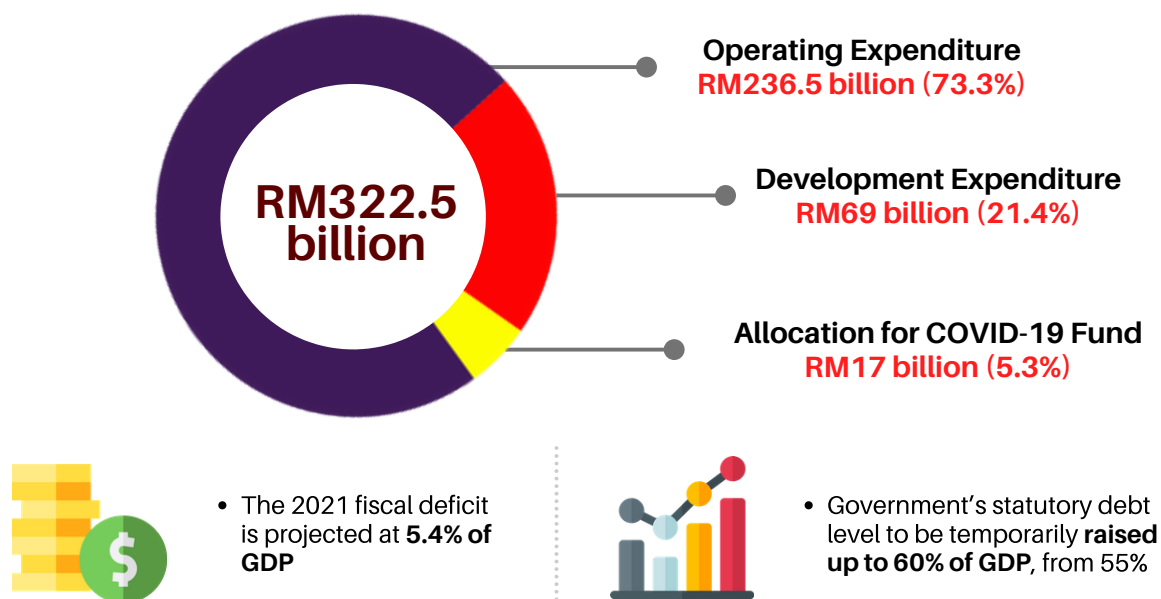
- Government's revenue has been affected due to the pandemic. As a result, revenue for 2020 has been **revised to RM227.3 billion** from RM244.5 billion in 2019 (reduction of almost RM18 billion).
- Government's revenue collection for year 2021 is expected to **increase by 4.2% to RM236.9 billion**.

Source: Ministry of Finance, Fiscal Outlook, Federal Government Revenue Estimates 2021



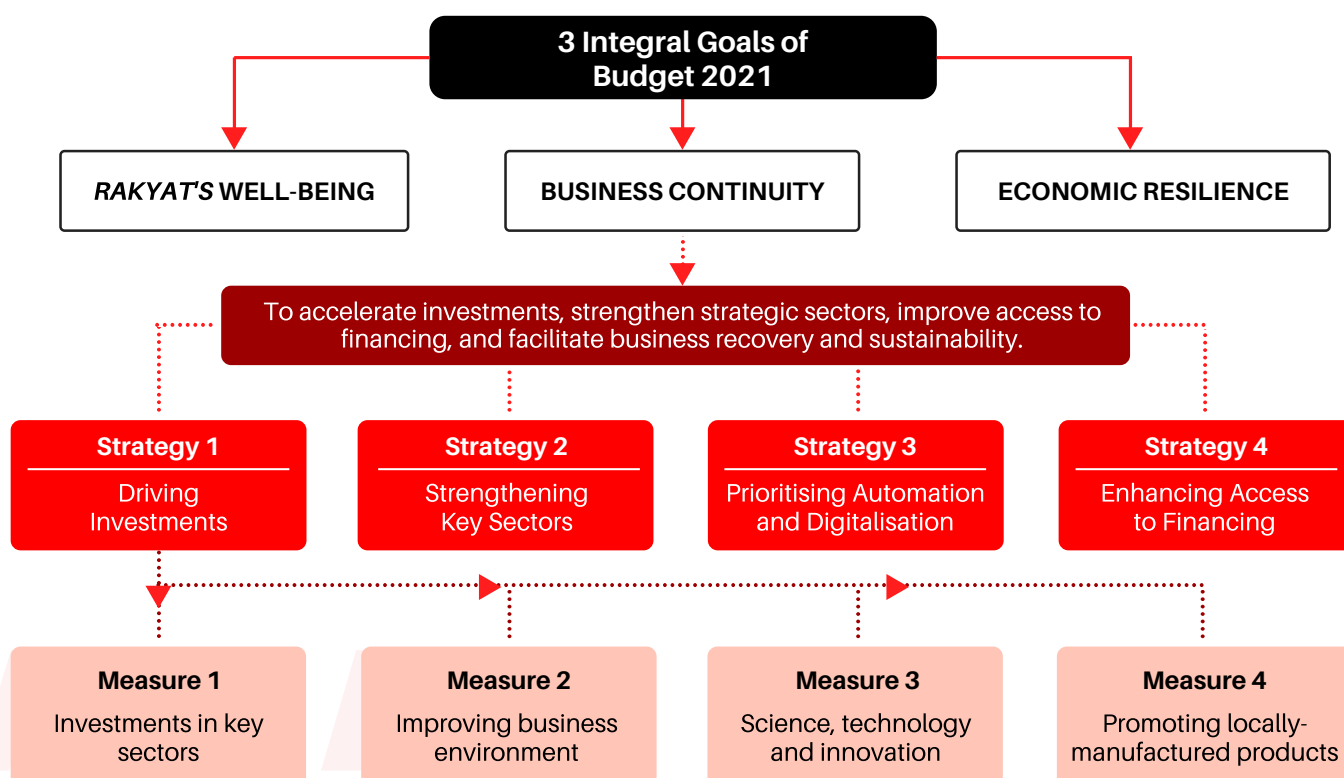
## BUDGET 2021: EXPANSIONARY BUDGET

- Budget 2021 is the largest expenditure in history with **RM322.5 billion**.



Source: Budget 2021 Speech

- While the business environment has evolved and many businesses are affected by the COVID-19 pandemic, there are sectors which continue to grow strongly such as medical devices, e-commerce and logistics, in addition to education technology. This global health scenario coupled with the turmoil of global trade provides an **opportunity for Malaysia** to attract **new companies, new investments** and **new economic opportunities**.
- Hence, under the **second objective** of Budget 2021 which is the **business continuity**, the focus of the Government will be **to accelerate investments, strengthen strategic sectors, improve access to financing, and facilitate business recovery and sustainability**







## STRATEGY 1 Driving Investments

### MEASURE 1: Investments in Key Sectors

**RM1 billion as a Special Incentive Package** for high value-added technology to support research and development (R&D) investments such as aerospace and electronic clusters



**RM500 million High Technology Fund** to support high technology and innovative companies (increased to **RM1 billion** in 15 December 2020)



Extension of **tax incentive for Principal Hub** until 31 December 2022 and relaxation of incentive condition



**New tax incentive for Global Trading Centre (GTC)** – concessionary tax rate of 10% on statutory income for 5 years and renewable for another 5 years



Increase of sales limit to **40% of Value Added and Additional Activities** carried out in the Free Industrial Zone (FIZ) and Licensed Manufacturing Warehouse (LMW)



**Special income tax rate at a flat rate of 15% for non-resident individuals** holding key positions in companies investing in new strategic investments

Extension of **tax incentives for companies relocating their operations to Malaysia** until 31 December 2022 and expanded to selected services sector



Extension of tax incentive for the **MRO activity in the aerospace sector** until 31 December 2022



Extension until 31 December 2025 and review of tax incentive for manufacturers of **Industrial Building System (IBS) components**



Extension of tax incentive for **Shipbuilding and Ship Repairing (SBSR)** until 2022



Extension of **BioNexus Status Incentive** until 2022



Extension of **East Coast Economic Region Development Council (ECERDC), Iskandar Malaysia in Southern Johor (IRDA) and Sabah Development Corridor (SDC) tax incentives** until 2022



Extension of **Maritime Development and Logistics Scheme, Sustainable Development Financing Scheme, Tourism Infrastructure Scheme and Public Transport Fund** until 2023 - RM3.7 billion fund



### MEASURE 2: Improving Business Environment

**RM100 million** for the Program of Upgrading **Basic Infrastructure in Existing Industrial Estates (IEs)**

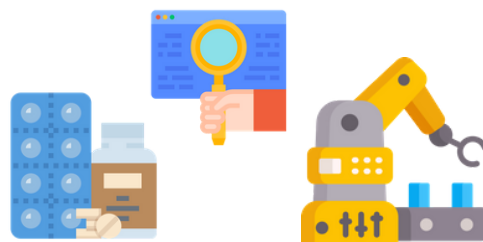


Implementation of **Authorised Economic Operator (AEO)** at the national level to facilitate the AEO accreditation process and expanded to **logistic services providers and approved warehouse operators**



### MEASURE 3: Science, Technology and Innovation

Review and expansion of scope of **tax incentive for commercialisation of R&D findings for institutions of higher learning** - for applications received until 31 December 2025





## MEASURE 4: Promoting locally-manufactured products

1

**RM35 million** to promote Malaysian-made products and services under the **Trade and Investment Mission (TIM)**



2

Ministry of Health's **Off-Take Agreement Programme** to encourage development of the **local pharmaceutical industry**



**RM150 million** for training programme and market assistance as well as digital equipment under the **e-Commerce SME and Micro SME Campaign**

3



Tax incentives for companies manufacturing **pharmaceutical products including vaccines** - income tax rate of 0% to 10% for the first 10 years and income tax rate of 10% for the subsequent period of 10 years

4



### STRATEGY 2

#### Strengthening Key Sectors

#### MEASURE 1: Development of the Commodity Sector

Establishment of **Furniture Industrial Park in Pagoh** to further boost the timber industry and provide employment opportunities

1

#### MEASURE 2: Sustainability of the Tourism Industry

- Extension of **tax incentives for export of private healthcare services** until 2022
- Exemption on **levy of HRDF fund** for 6 months effective 1 January 2021



2

### STRATEGY 3

#### Prioritising Automation and Digitalisation

**RM150 million** under the **SME Digitalisation Grant Scheme** and **Automation Grant** - the eligibility condition for these Grants have also been relaxed for micro SMEs and start-ups that have been operating for at least 6 months



1

**RM1 billion Industrial Digitalisation Transformation Scheme** until 31 December 2023 to spur digital activities



2

### STRATEGY 4

#### Enhancing Access to Financing

#### MEASURE 1: Loan Guarantees

**RM3 billion** allocation under the **Danajamin Prihatin Guarantee Scheme** for companies involved in highly skilled industries (e.g oil and gas and aerospace)



1

#### MEASURE 2: Alternative Financing



Tax incentive for investment in **Equity Crowd Funding (ECF)**

2

# Automation and Digitalisation: Key Enablers for Future Factories and Businesses

## SMART AUTOMATION GRANT (SAG)

- The COVID-19 global pandemic has accelerated digital transformation and fast tracked adoption of cloud platform, artificial intelligence and automation. The pandemic indeed has been seen as **an impetus for change and act as a push factor** for companies to revisit business strategies and operations to improve flexibility, streamline processes and make real-time decisions to meet consistently movable and hard to predict market fluctuations.
- Recognising SMEs as the backbone of Malaysia's economy which makes up 98% of the establishments of businesses in Malaysia, the Government continues to assist and support SMEs and Mid-tier Companies (MTCs) to cushion the impact of the pandemic. **Smart Automation Grant (SAG) initiative**, with an allocation of RM100 million under the National Economic Recovery Plan (PENJANA), was announced by the Government in June 2020.
- The SAG will be given on **a matching basis (1:1) based on eligible expenditures, up to a maximum grant of Ringgit Malaysia One Million (RM1,000,000) per company**. Launched on 2 December 2020 by YB Senior Minister MITI Dato' Seri Azmin Ali, SAG objectives among others is to **assist and incentivise SMEs and MTCs in the manufacturing and services sector to automate and digitalise their operations, production and trade channels**.
- Digitalisation and automation transformation has proven to increase high value added output and speed up level of efficiency, where errors could be reduced during the operation process. The transformation would also help companies to gain a competitive advantage in the market. It is envisaged that the SAG will boost the domestic investments, as well as to expand and improve companies' productivity and move-up the value chain.

For SMEs and MTCs		
	Manufacturing	Services
SME	Sales turnover not exceeding <b>RM50 million</b> or employees not exceeding <b>200</b>	Sales turnover not exceeding <b>RM20 million</b> or employees not exceeding <b>75</b>
MTC	Sales turnover from <b>RM50 million to RM500 million</b>	Sales turnover from <b>RM20 million to RM500 million</b>

## Bottom Line

- Notwithstanding, digitalisation and automation driven for development and recovery is not a new notion in Asia, nor in Malaysia. Malaysia has been embarking on the drive towards embracing digitalisation and Industry 4.0, since 2018, supported by the National Policy on Industry 4WRD launched in October 2018. This is in line with efforts to propel the national digital transformation in the manufacturing and related services sectors.
- Moving forward, MIDA encourage SMEs and MTCs to step up to apply for the SAG and take advantage of this grant facility. Observing that pandemic is a reality check and a game changer for businesses, **digitalisation and automation is certainly a key to long term sustainability and staying competitive in the cutting edge era**. It is now or never.





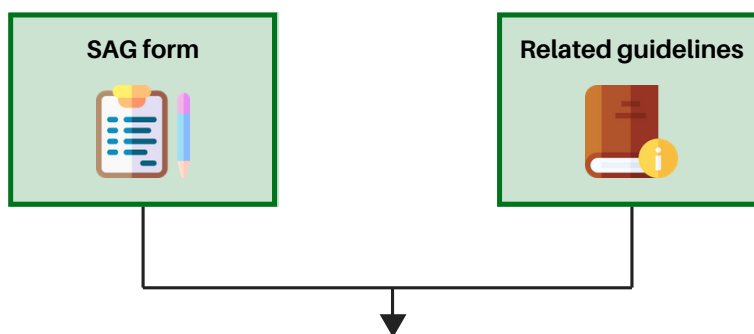
## Eligible Applicant

- 1 Incorporated under the Companies Act, 2016
- 2 Effective equity of the company must be at least 51% owned by Malaysians
- 3 The company must engage in the following activities:
  - Manufacturing activity in compliance with the Industrial Co-ordination Act, 1975
  - Services activities which must be regulated by specific acts/regulations or governed by relevant ministries/ agencies.
- 4 For SMEs and MTCs only
- 5 The company must meet at least one of the Expected Deliverables
- 6 Companies have been in operation for at least 12 months

## Eligible Expenditure

- Eligible expenditures refer to the **automation machine/ equipment/ software** that are used directly in the overall value chain of manufacturing and services activities

## Application



Can be downloaded from the following link:

<https://www.mida.gov.my/forms-and-guidelines/>

Company is advised to discuss with MIDA (Industry/Services Division) prior to submit the application for SAG. The contact details can be accessed at the following link:

<https://www.mida.gov.my/about-mida/mida-team/>

## Contact Us

The application should be submitted to:

**Chief Executive Officer (CEO)**  
Malaysian Investment Development  
Authority (MIDA)  
MIDA Sentral,  
No. 5, Jalan Stesen Sentral 5  
Kuala Lumpur Sentral  
50470 Kuala Lumpur



For more information about MIDA, please visit <https://mida.gov.my/home> and follow us on **Twitter, Instagram and Facebook, LinkedIn** and **YouTube** Channel



# MIDA Launch New Website to Serve Evolving Business Needs



Being the principal investment promotion agency for the country for over 50 years, the Malaysian Investment Development Authority (MIDA) understands the importance of being agile and reactive in supporting the evolving needs of the business community and acting as a bridge between the Government and the private sector. Hence, we recognise that fast access to the right information is essential for any business regardless of size or industry, particularly in today's digital age.

The new MIDA Website launch reflects our commitment to support and facilitate local and foreign companies in their investment journey in Malaysia by providing a more enhanced digital one-stop centre.

The new website offers a higher focus on crucial information by removing unnecessary fluff and streamlining content under a few common sections. Notably, the new website features a chatbot as a personalised virtual assistant to quickly address pressing questions. In catering to our international business community, the content will be available in a few languages, including Mandarin, German and Japanese by the second quarter of 2021.

Our aim here is to provide faster access to relevant information for a wide range of visitors at their convenience. The responsive design, streamlined navigation and improved structure provide a more user-friendly browsing experience on mobile and desktop. It enables current and potential investors to quickly

source for the required material and gain quick access to contact information and investment incentives to meet their business goals.

The website also serves as a comprehensive guide on investment opportunities in Malaysia. As potential investors consider Malaysia as their choice destination for their business expansion plans, the Why Malaysia section provides an 'at-a-glance' view of Malaysia's unique value proposition as a profitable investment destination. Investors seeking industry-specific information can zoom into the Manufacturing and Services sections where they can obtain an overview of their selected industry, relevant guides as well as direct contact details to the dedicated division that can assist them personally on their enquiries.



Under the 'Setting Up in Malaysia' section, visitors not only get in-depth information on how to get started in setting up their business in Malaysia, they can also find out more information on the wide range of facilitation provided by MIDA as well as a list of resources including vital connections at their disposal.

Additionally, there is a series of quick links at the top of the website to the entire list of forms and guidelines for businesses to explore, e-Services offered by MIDA, list of frequently asked questions and our directory of dedicated officers that are ever ready to engage with investors and other stakeholders in all related matters.

Setting up a business venture or expanding a current business is a daunting experience, especially

for foreign investors. MIDA understands these challenges and seeks to provide valuable resources and insights to meet the needs of businesses. We organise various events to engage current and potential investors and connect the business community with key stakeholders including relevant Ministries, agencies, embassies, chambers, associations, service providers and other key stakeholders. Visitors can also stay updated on the latest events and announcements by MIDA under the 'Media & Events' section, which will be continuously updated with helpful articles, publications, reports in addition to our archive of media releases and investment-related news.

At MIDA, we seek to continuously enhance our services to the business community and other stakeholders.

Our primary mission is to build dynamic and sustainable investment ecosystems that will provide business and job opportunities towards positioning Malaysia as the pre-eminent preferred investment destination. The launch of the new MIDA Website ([www.mida.gov.my](http://www.mida.gov.my)) is part of MIDA's digital transformation initiatives to raise our delivery efficiency through the re-engineering of business processes. Other initiatives that were launched before this were the enhanced JPC Online Application Module, e-Manufacturing Licence (e-ML) as well as the Confirmation Letter or Surat Pengesahan MIDA (SPM) module. These can be accessed via <https://eml.mida.gov.my/login.php> and <https://investmalaysia.mida.gov.my>, respectively.





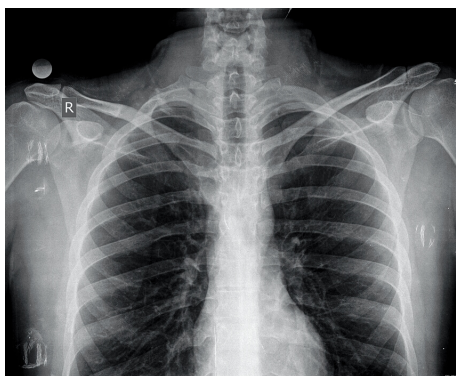
# Medical Imaging Technology: Visualising the Future Healthcare Tech

A wide variety of medical issues occur inside the body, which may require complicated diagnosis procedures. However, medical imaging has made this challenge far more manageable over the last century, resulting in a significant impact on public health.

Medical imaging is the technique of generating visual illustrations of internal body parts for medical intervention and clinical analysis.

While medical digital imaging systems are highly regulated by the Digital Imaging and

Communication in Medicine (DICOM) Standards, many types of medical imaging are emerging in the market as the methodology for imaging continues to develop. The main types of imaging used in modern medicine include:



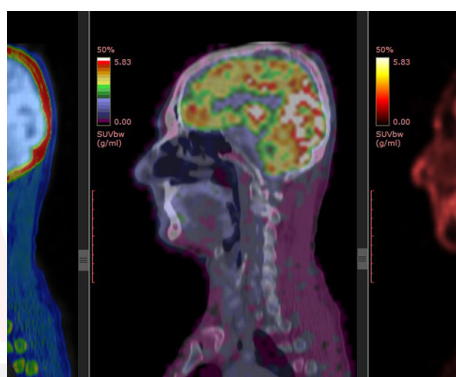
## Radiography

Radiography uses electromagnetic radiation to take images of the inside of a body. The most common form of radiography is x-ray. For this procedure, an x-ray machine beams high-energy waves onto the body. The machine transfers the results of the x-ray onto a film, showing the parts of the body that absorbed the waves (ie. bones) in white and leaving the unabsorbed parts (soft tissues such as skin and organs) in black.



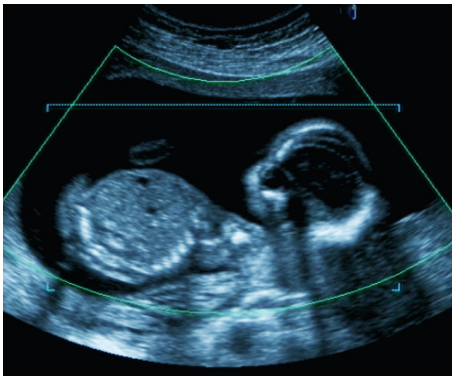
## Magnetic Resonance Imaging (MRI)

Magnetic resonance imaging involves radio waves and magnetic fields to examine the organs and other structures in the body. The procedure requires an MRI scanner which comprises of a large tube that contains a massive circular magnet. This magnet creates a powerful magnetic field that aligns the protons of hydrogen atoms in the body. Those protons are then exposed to radio waves, causing them to rotate. When the radio waves are switched off, these protons relax and realign themselves, while emitting radio waves that can be detected by the machine to create an image.



## Nuclear Medicine Imaging

Nuclear medicine imaging uses small amounts of radioactive materials called radiotracers that are typically injected into the bloodstream, inhaled or swallowed. The radiotracer travels through examined area and emits energy in the form of gamma rays which are detected by a special camera and computer to create images of the insides of the body. Nuclear medicine imaging provides unique information that often cannot be obtained by using other imaging procedures, resulting in a more efficient way to identify disease in its earliest stages.



## Ultrasound

Ultrasound utilises high-frequency sound waves, which are reflected off tissue to create images of organs, muscles, joints, and other soft tissues.

## Opportunities ahead

Presently, the global environment for the medical devices industry is becoming increasingly competitive, triggered by the rapid development of new and innovative products.

Manufacturers are not only expanding their portfolios to include higher-value products but also prioritising product and process R&D as well as design and prototyping.

The Globalnewswire network on 28 September 2020, reported that the global medical digital imaging systems market size is expected to reach USD\$28 billion by 2026, with a compound annual growth rate (CAGR) of 10.4 per cent during the forecasted period. The industry undoubtedly holds much promise.

Among the forerunners in the global medical digital imaging systems market include reputable giants such as

Samsung Electronics Co., Ltd., Siemens AG, and Medtronic PLC. While, companies such as Koninklijke Philips N.V., Canon, Inc., General Electric (GE) Co., Esaote SpA, Shimadzu Corporation, Hologic, Inc., and Hitachi, Ltd. are some of the key innovators.

In Malaysia, the manufacturing of medical imaging technology equipment and components remains relatively untapped. According to the Malaysian Investment Development Authority's (MIDA) records, there are four (4) manufacturers approved to manufacture medical imaging technology-related products; Alliance Contract Manufacturing, Toshiba Medical Systems Manufacturing Asia, Angelomedic and Plexus Manufacturing.

While the industry is still at its infancy in Malaysia, it is gaining popularity due to its wide application in the medical field. The approved companies are the budding potentials in Malaysia to be part of the global medical digital imaging supply chain. Global industry players are encouraged to leverage on Malaysia's competitive advantage and skilled workforce in areas of R&D, commercialisation, contract manufacturing, engineering support services and distribution to set up operations in Malaysia and tap the vast regional market of ASEAN and beyond.

MIDA continues to promote the entire value chain of the medical imaging technology industry in Malaysia through supportive ecosystem approach and dedicated funding and incentives. It is essential for the country to make scientific advancements to transform lives and livelihoods as MIDA is optimistic to grow the medical devices industry.

For more information, visit [www.mida.gov.my](http://www.mida.gov.my).

# Green Technology Incentives: Towards Achieving Sustainable Development in Malaysia

**G**reen technology presents a solution in balancing the needs for economic development and responsibility towards the environment. As there is a growing global need in dealing with climate change; sustainable development and green technology need to go hand in hand in driving the economy, creating jobs and attracting investments.

In 2015, at the United Nations Climate Change Conference (Conference of Parties, COP21) in Paris, the Government has committed to reducing Greenhouse Gas (GHG) emissions by 45 per cent by 2030, based on 2005 GDP. This target was set for 35 per cent on an unconditional basis and 10 per cent on a conditional basis upon receipt of climate finance funding, technology transfer, and capacity building from developed countries.

The green technology agenda in Malaysia consists of a range of initiatives and policies which aim to increase the use of environment-friendly approaches in every sector to reduce the reliance on fossil fuels and environmental impact. This agenda will not only spur Malaysia's economy and social well-being but also drives the



nation's development trajectory on a low carbon and climate resilience pathway.

The National Green Technology Policy (NGTP), which was launched in 2009 recognised green technology as a driver to accelerate the national economy and promote sustainable development. It emphasises on four focus areas of green initiatives: energy, building, transportation and waste management.



Provisions of an Investment Tax Allowance (ITA) for the purchase of green technology assets and an Income Tax Exemption (ITE) on the use of green technology services and system were necessary to strengthen the utilisation of green applications. These initiatives serve to encourage investments in green equipment production and the adoption of green technology

by services/system providers as well as to motivate companies to acquire assets that have been verified as green.

As part of Budget 2020 measures, the Government continues to prioritise green adoption to spur economic multiplier effects by extending the Green Investment Tax Allowance for the purchase of green technology assets and Green Income Tax Exemption on the use of green technology services until 2023. The ITE has also been extended for companies which undertake solar leasing activities so as to increase interest and participation in the Net Energy Metering Scheme (NEM) which was introduced by the Sustainable Energy Development Authority (SEDA).





INCENTIVES/ DESCRIPTION		GREEN INVESTMENT TAX ALLOWANCE	GREEN INCOME TAX EXEMPTION							
 Qualifying activities	Renewable Energy Energy Efficiency Green Building Green Data Centre Integrated Waste Management	Renewable Energy Energy Efficiency Electric Vehicle (EV) Green Building Green Data Centre Green Certification and Verification Green Township	Green Technology Services	Solar Leasing Activities						
 Quantum/ Period	100% of qualifying capital expenditure for three (3) years from the date of the first qualifying capital expenditure (CAPEX) incurred; offset against 70% of statutory income in the year of assessment	70% on statutory income for qualifying green services where the period of incentive is for three (3) years starting from assessment year of the first invoice related to green technology services issued	70% on statutory income for solar leasing activity for a period of up to ten (10) years of assessment based on the capacity: <table><tr><th>Capacity</th><th>Incentive Period</th></tr><tr><td>&gt;3MW- ≤10MW</td><td>5 years</td></tr><tr><td>&gt;10MW- ≤30MW</td><td>10 years</td></tr></table>		Capacity	Incentive Period	>3MW- ≤10MW	5 years	>10MW- ≤30MW	10 years
Capacity	Incentive Period									
>3MW- ≤10MW	5 years									
>10MW- ≤30MW	10 years									

Companies are advised to submit application for Investment Tax Allowance before incurring the first qualifying capital expenditure (CAPEX) on the related project or assets. As for Income Tax Exemption, companies are advised to submit application to MIDA before issuing the first invoice of qualifying business sale.

In 2019, a total of 427 green technology projects were approved with the investment amount of RM4.33 billion and 12 green services projects of a total investment of RM31.67 million.

As of January to September 2020, MIDA has approved 479 green technology projects with investments amounting to RM2.23 billion despite the challenging global economic environment; an encouraging indicator of potential high investment flows and interest in green technology in Malaysia. Over the past five years of the incentive initiatives, MIDA sees positive outcomes in increased renewable mix of power generation, green technology services providers and better waste management.

Amid the COVID-19 pandemic, MIDA received more than 900 applications from January to December 2020. This reflects a positive trend in companies that are committed to minimise the degradation of the environment, reduce greenhouse gas emission, promote a healthy life and increase the use of renewable energy as well as natural resources. It is certainly in line with the Government's aspiration towards sustainable development goals (SDGs), aspired by the United Nations.

# Meinhardt EPCM Sdn. Bhd.

As countries globally face the urgency to revive their economies, the construction industry is facing the challenge to adapt new safety control measures and re-strategise project delivery structures. While traditional delivery models will continue to prevail, the new norms will challenge the expertise of consultants and project management contract (PMC) firms to manoeuvre towards a new paradigm brought upon by the COVID-19 pandemic.

Malaysia is no different as it faces the tides in manufacturing, infrastructure and built environment projects from companies intending to capitalise on the China+1 approach in their business strategies. As clients look to restart operations and recover the lost time during the lockdown period, they are sourcing for the fastest delivery formulas. New guidance from seasoned professionals are sought to regain the lost-time impact on the business and quicken the speed to market -- the duration from a product idea, develop it and have it in consumers' hands.

EPC (Engineering, Procurement & Construction) and EPCM (Engineering, Procurement and Construction Management) are known delivery approaches in the construction industry. EPC approach is the second largest project delivery segment in Malaysia.

Its changing dynamics and prominence is a result of clients shifting risk to contractors who provide turn-key solutions. Presently, most of the local construction contracts are leaning towards the EPCM delivery for its more balanced and flexible approaches.



Vinesh K Natali  
Global Head  
Meinhardt EPCM



Dinesh Subramaniam  
Technical Director  
Meinhardt EPCM Malaysia

The key advantages of EPCM delivery over EPC approach include lower overall costs, sense of ownership, control over the process as well as flexibility in financing. Additionally, with the better 'speed', there is lesser probability for unanticipated changes in the scope of supply as well as the auxiliary litigation opportunity as these can be rectified early.

Meinhardt has been servicing the Malaysian market for almost 30 years. The company provides design and project management consultancy in the built environment and infrastructure sector; having been involved in several notable iconic projects in Malaysia. The Meinhardt EPCM brand provides a fully integrated end to end solution along with construction management for their clients.

The foundation of Meinhardt was laid by Dr. Shahzad Nasim, a notable structural engineer by training and an astute businessman based in Singapore. He was assisted by Group CEO of Meinhardt, Mr. Omar Shahzad and Global Head and Director, Mr. Vinesh Natali in strategising the roadmaps through diverse portfolios and setting up operations in Malaysia.



In 2015, Meinhardt Group entered a new strategic project in the oil and gas (O&G) sector in Malaysia. Soon after, Meinhardt EPCM Sdn. Bhd. was established to provide EPCM services to its strategic clients. Beginning its operations in Kuala Lumpur with five (5) staff members, the Company has since grown to over 100 staff over the last five (5) years.

Meinhardt EPCM is also the recipient of several awards for leading-edge Health, Safety, Security and Environment (HSSE) contracts and procurement services. It resulted in them being instrumental in bringing international best practices to shape the Malaysian construction market. Most recently, the Company's procurement services were nominated for a World-class Procurement award in London.

#### Infrastructure



#### Urban development



*Summary of operations offered by Meinhardt EPCM*

## Products and Services

Meinhardt EPCM provides a fully integrated engineering, project and construction management service from inception to final delivery of projects, all under one roof. As a trusted partner with exceptional customer experiences the Company takes complete ownership and accountability of the challenges to deliver to the client's fullest expectations. Meinhardt teams are skilled in multi-sector delivery, providing in-depth sector experience and international cross-sectoral expertise and knowledge.

The Company's formidable consultancy business expands over the O&G downstream sector, mining and metals, advanced manufacturing, specialist high-tech buildings, aviation and smart city master planning, and infrastructure sectors.

Its Centre of Excellence acts as a knowledge centre for the best practice in its business sectors.

## Employee-asset and Client-centric

The biggest asset of Meinhardt is its people. They are equipped with training and tools for high quality execution with full empowerment to deliver the best solutions to their clients.

Meinhardt regularly reinforce its cultured values, ethics and compliance measures in its employees to own their work with passion. Continuous improvement processes in line with business changes enhances the human resources with required skills. Fair compensation, training and skill development, humanistic approach and flexible work conditions are incalculated to handle risks to deliver projects.

In an intensively competitive and price-sensitive market, Meinhardt has made its strategic move to "Blue Ocean" chartering into new territories of uncontested market space, working hard on value innovation beyond client expectations.





"Our motto of "Speed, Precision and Safety" is the guiding principles in every project. In terms of value innovation, we provide customised solutions for each client with great organisational agility and flexibility. Tracking real-time information on operations and environment, and responding to challenges with multiple, simultaneous alternatives and fast decision making are aligned to our strong ethics and compliance in all the projects.

We use global expertise with local talent. Our testimonials and credentials are built upon our demonstrated capability to deliver complex and challenging projects. We have the technical ability, dedicated human resources and ingenuity to think ahead with possible solutions for anticipated problems. This pro-active approach has given immense confidence and trust in the minds of clients.



## In-coming Opportunities

Meinhardt is optimistic that the latest revival and stimulus package provided by the Government of Malaysia will open to new opportunities. New avenues are emerging in the highways sector, smart cities, industrial corridors, Special Economic Zones, pharmaceuticals, information technology hardware industries, as well as possible entry of manufacturing conglomerates into Malaysia from neighbouring countries.

With the advancements of the technology-enabled support sphere, there are immense opportunities in areas such as planning of projects, real-time tracking of progress and implementation of solutions to anticipated challenges.

As the Company has expanded to a group size of over 300 professionals in 5 locations from Europe to Asia, including Malaysia, they have strategically charted their roadmap through the challenging headwinds. Their Malaysian team will play a pivotal role in their growth plans ahead.

Clients & Agencies	Technology Partner	Contractors	Financial Partners	Consultants

Meinhardt's strategic collaborations

## MOU to Attract Investments in High Value and Technology-based Services



On 8 December 2020, Cyberview Sdn. Bhd. (Cyberview) signed a Memorandum of Understanding (MOU) with the Malaysian Investment Development Authority (MIDA). The event held at MIDA HQ, Kuala Lumpur Sentral aimed to leverage the two organisation's capabilities and strength in capitalising domestic direct investment (DDI) and foreign direct investment (FDI) opportunities in Malaysia as their choice location for high and deep technology projects.

Dato' Azman Mahmud, Chief Executive Officer of MIDA, during the event said that the collaboration in attracting quality investment augurs well for the country's economy as the market looks to gather momentum post the COVID-19 pandemic. "MIDA seeks to not only promote the development of our industrial ecosystems but also to ensure that the enablers are in place. This includes having the right infrastructure and facilities in place to cater to the requirements of businesses, particularly as we weather this pandemic. This MOU with Cyberview is undoubtedly a step towards this goal." Dato' Azman said.

Mr. Najib Ibrahim, Managing Director of Cyberview highlighted that Cyberview will be working closely with MIDA to entice and bring home sustainable investments in high value activities including Principal Hubs, Global Distribution Centers, innovative and technology-based services. He said "We also aim to

increase job opportunities, particularly in tech-related fields as well as encourage capital transfers into Cyberjaya, and ultimately Malaysia. We are confident that this MOU will enhance our city's innovative ecosystem by spurring R&D&C activities, with efforts focused on technology clusters such as smart mobility, smart healthcare and digital creative. However we are not entirely limited to these three areas as our new masterplan for Cyberjaya aims to create a unique identity for the smart city as a preferred tech investment location."

Najib added "Forward-looking companies with innovation high on their agenda have been able to focus on gaining their competitive edge amidst the volatility and uncertainties of today's business environment. Companies are now starting to recognise digitalisation and innovation as strategic elements to ensure business resiliency, continuity, and growth. Organisations that are looking for a quick start to their digitisation journey can explore global tech hubs like Cyberjaya that offers an innovation ecosystem supported by affordable infrastructure, a wealth of human capital, incentives as well as government and regulatory support,"

The Government has mandated Cyberview to catalyse Cyberjaya's journey towards becoming a global tech hub. In its new role as the tech hub developer, Cyberview will focus on key initiatives to advance the development of Cyberjaya, including efforts to cultivate a robust and well-developed ecosystem for the city's existing and potential companies.







## Environment, Health, Safety & Sustainability Consulting Group

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- Environmental Site Assessment and Due Diligence
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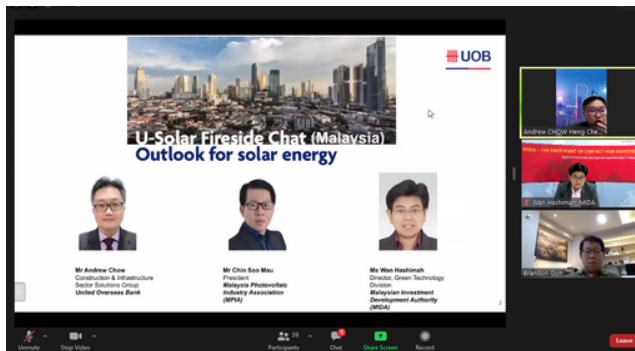
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## Highlights of December >>>



On 7 December 2020, Ms. Wan Hashimah Wan Salleh, Director of Green Technology Division MIDA was invited as one of the panellists for the U-Solar Fireside Chat: 'Outlook for Malaysia's Solar Energy' in the Singapore Fintech Festival X in conjunction of the Singapore Week of Innovation and Technology. She briefed 55 webinar participants with interest in the green technology fields, on the trend of the solar energy industry Malaysia.



On 9 December 2020, Ms. Sarojini Ganesan, Deputy Director of the Advanced Technology and, Research and Development Division (ATRD) spoke on Industry4WRD initiatives during the Federation of Malaysian Manufacturers (FMM) Industry 4.0 Webinar Series. Over 115 participants were also briefed on the new Smart Automation Grant (SAG) offered by MIDA.

### Appetite for digitalization Food and beverage industry dialogue



10.00 AM to 11.00 AM  
Wednesday, December 9, 2020

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MIDA led by Mr. Jeyasigan Narayanan Nair, Director of Machinery and Metals Division presented on government facilitation for automation initiatives, including automation outlook in the food and beverages (F&B) industry during the ABB webinar series on 9 December 2020. The Swedish Ambassador to Malaysia, Mr. Dag Juhlin-Dannfelt spoke on innovation during a crisis, while Mr. R. Narayanan, ABB Group Senior VP introduced ABB's technology for digitalisation. The webinar registered a total of 67 industry players from food and beverages and other industries.



Mr. Ahmad Khairuddin Abdul Rahim, Deputy CEO II of MIDA participated in a webinar on 'Digital Transformation in Manufacturing: Adoption and Challenges' organised by PwC Malaysia on 9 December 2020. Explanation on MIDA's support in automation and digitisation of operations received encouraging response from 110 industry players from various sectors.



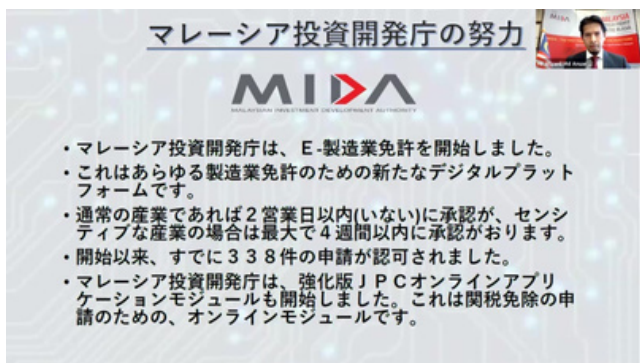
## Highlights of December >>>



On 9 December 2020, Ms. Aizah Abdullah, Director of Industry Talent Management And Expatriate Division and the Senior Deputy Director, Pn Azrina Hashim led a virtual dialogue session between Lam Research and Majlis Amanah Rakyat (MARA), Ministry of Higher Education (MOHE), and Ministry of Human Resources (MOHR). LAM, which will commence its' operation in 2021, plans to hire 20 local graduates from selected Polytechnics in Malaysia.



On 9 Dec 2020, the Director of MIDA New York, Mr. Nelson Samuel shared insights on Malaysia as an Iconic Asian Hub for US Based Companies, in a webinar co-organised by the Global Chambers New York Chapter. The session was moderated by Ms Susan Assadi of Global Chambers New York; with a guest speaker from Hershey – representing as an iconic US based company doing business in Malaysia. The session was also joined by Burgher Gray, an US law firm based in New York presenting to the audience on the tax perspective. Global Chambers, founded in USA is a strategic partner of MIDA in promoting Malaysia as a viable hub in ASEAN to clients, partners and trusted connections in 525 metro areas in the US and around the world looking to grow businesses.



On 16 December 2020, the Electrical and Electronics Industry Division, MIDA Osaka, Small and Medium Enterprises Association Malaysia (SAMENTA); in collaboration with Osaka Chambers of Commerce and Industry (OCCI), Japan Electronics and IT Technology Association (JEITA Kansai), Kyushu Semiconductor Association (SIIQ) and Asean Japan Centre (AJC) successfully organised a webinar on 'Opportunities for Japanese SME's in Malaysia's Vibrant Electronics Industry'. The virtual event received positive responses from 150 registered participants, of which 90 per cent were based in Japan. MIDA was represented by Mr. Afzanil Md Anuar, Director of MIDA Osaka and Mr. Mazlan Mokhtar, Senior Deputy Director of Electrical and Electronics Division (MIDA).

## Highlights of December >>>



The Food Technology and Resource Based Industries Division, MIDA Sabah, as well as Business Services and Regional Operations (BRO) Division held a virtual briefing to the members of Sabah Timber Industry Association (STIA) on 17 December 2020. Ms. Khamilah binti Mohd Yusoff, Director Food Technology and Resource Based Industries Division updated the STIA members on government's facilitation for the wood based industry; while Ms Reena, Deputy Director of BRO explained on the Principal Hub and Global Trading Centre incentives. The 21 participating STIA members were also briefed on the Smart Automation Grant (SAG) for the way forward in adopting Industry 4.0 technologies.



On 18 December 2020, Panasonic Appliances Air-conditioning Malaysia Sdn. Bhd. (PAPAMY) and Universiti Malaya (UM) established a productive cooperation by signing an MOU for Academic-Industrial Collaboration. The signing ceremony was witnessed by Mr. Ahmad Khairuddin Abdul Rahim, Deputy Chief Executive Officer II of the Malaysian Investment Development Authority (MIDA).



Mr. Roswaidin Mohd Zain, Director of MIDA Mumbai, participated in a webinar, organised by the PHD Chamber of Commerce and Industry of India (PHDCCI) on 18 December 2020. He was invited to deliver a presentation on "Leveraging Malaysia for ASEAN Expansion". PHDCCI is one of the Premier Chambers in India with over 130,000 SME member companies.



On 21 December 2020, Mr. S. Sivasuriyamoorthy, Executive Director of Investment Promotion, participated in the networking event organised by the Austrian Business Circle (ABC). He delivered a presentation on the implementation of One Stop Centre (OSC) for Business Travellers to the Austrian Business Community.



Virtual Joint Conference with 13<sup>th</sup> International FRUTIC Symposium 2020

# The 5<sup>th</sup> International Conference on Agricultural and Food Engineering (CAFEi2020)

*Agriculture 4.0 : The Future for Farming and Food Engineering*  
3-4 February 2021



Main Organizer:  **UPM**  
Co-Organizer:  **MIDA**  
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Department of Biological and Agricultural Engineering and the Department of Process and Food Engineering  
<https://submit.confbay.com/conf/cafei2020>



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## MIDA IN THE NEWS

- MIDA, KOSME, Korea Desk promotes business partnerships between Malaysia, Korea
- MIDA, Cyberview sign MoU to attract high value, tech-based services investments
- MIDA bridges academic-industrial collaboration between Panasonic, UM

## MALAYSIA RANKING

- KL ranked second best city in the world for expats
- Malaysia ranked 33 out of 131 countries in Global Innovation Index
- Malaysia ranks second in Asia Pacific for global connectedness

## ECONOMY NEWS

- Malaysian Businesses Expects Pre-Covid Profitability by End-2022
- Malaysia records RM109.8b worth of approved investments in Jan-Sept 2020
- Manufacturing and agriculture sectors main contributors to economic growth during Covid-19
- MITI launches smart automation grant for local players
- Malaysia-Italy Trade Stable Despite COVID-19 Setbacks
- Malaysia Set to Recover in 2021 Despite Headwinds — MIDF Research
- Mobilise Malaysian investment in times of crisis: Economist
- RCEP supports the recovery of investment climate
- Malaysia's investment approval target forecast to hit RM138bil in 2020
- East Malaysia leads rise in approved investments
- Sarawak beats others states in FDI
- N. Sembilan targets RM10b investments next year, says MB
- Malaysia's 2021 economic recovery underpinned by effective vaccine roll-out, says World Bank
- Malaysia to benefit from in RCEP through economic integration, facilitation
- Local firms urged to leverage opportunities from China's tech rise
- IMF projects Malaysia's GDP to grow by 7% in 2021
- Govt strives to make Malaysia an attractive investment destination – PM
- Industry players expect 2021 to be bumper year for some sectors
- 12MP to be tabled in Parliament in March 2021 — Mustapa
- Economic recovery likely in early months of 2021, says DOSM
- 'Malaysia remains among 30 most competitive economies in the world'



## INDUSTRY NEWS

- JF Technology foresees bright outlook for semiconductor sector
- RM61.7 bln manufacturing, service projects approved from March to Sept
- Johor poised to be regional hub for drones, robotics with dedicated zone in Iskandar Malaysia
- Auto industry: Banner year, driven by govt incentives
- Tech: US-based chip gear giant Lam Research's largest facility to be built in Penang
- Mah Sing going full tilt in gloves and healthcare diversification

## SERVICES NEWS

- Huawei Malaysia launches incubator and acceleration programme for tech startups
- UMP focuses on high-end TVET
- Malaysia receives regional healthcare recognition
- Natural gas to play crucial role for national energy transition, says Muhyiddin
- MGA looks forward to Natural Gas Roadmap
- GDEX partners Tasco to improve logistics delivery services
- New policy to transform Malaysia from user to developer of technologies
- IR4.0 will create more highly-skilled jobs
- Malaysia to see greater digital connectivity through Jendela
- SIRIM, Hitachi team up to offer industry 4.0 digital solutions to SMEs
- Mestron partners Samdo Smart Solar to undertake EPCC for solar power systems on telco towers
- Building tomorrow's talent for industries of the future
- Bosch completes one of Malaysia's largest rooftop PV installation in Penang plant
- Govt to speed up approval for entry of business travellers, subject to strict conditions

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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)

**2 E-Newsletter**

With more than 18,000 registered subscribers and growing, our monthly English E-Newsletter contains the latest industry and services updates as well as activities held throughout the month.



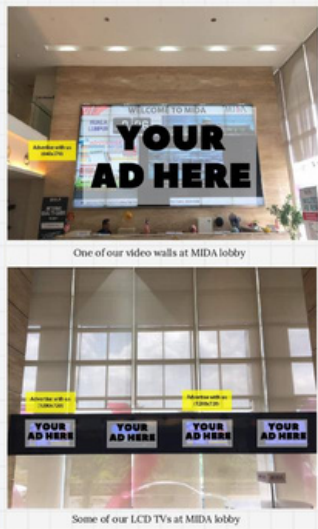
Sample of MIDA's E-Newsletter

### 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

**E-Newsletter**

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

**Digital Signages**

Video Walls ..... RM6,000 per month  
LCD TV ..... RM3,000 per month

“

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for all your guests.

### HALL

Hall Types		Rates (RM)	
		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

### TRAINING ROOM

Room Types		Rates (RM)	
		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	

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

G = Government  
P = Private



Perdana Hall



PC Room



Boardroom



Japan Room

### MEETING ROOM

Room Types		Rates (RM)	
		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	

\*Exclusive of:  
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Service staff, linen, dome, logistic (RM200)  
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### ABOUT MIDA

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

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

#### Malaysian Investment Development Authority

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