

Driving Domestic Investments

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Investment Strategy

Game Plan



FDI

Positioning Malaysia as a Hub for R&D, High Technology Industries and Global Services



DDI

Transforming Domestic Investment Landscape

Regional Development

Achieving Balanced Regional Economic Development

Key Strategic Direction

New Sources of Investment Opportunities

- Leveraging on the Megatrends Development, Industry 4.0, Digital Economy and E-Commerce.

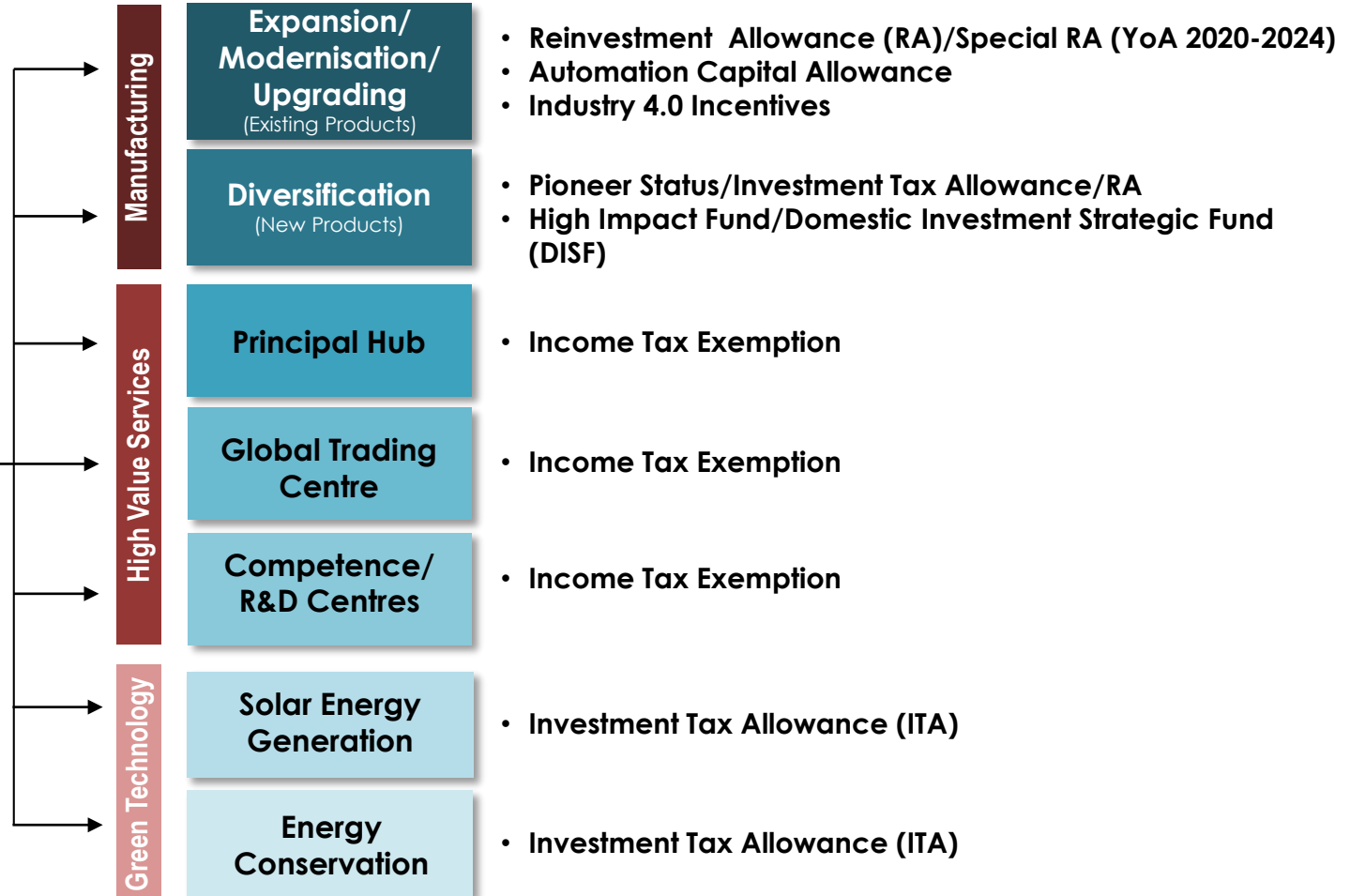
Targeting Niche Technologies

- Targeting niche products, technologies and services.
- Identifying the gaps and complete the value chain of the ecosystem.

Driving Existing Companies to Reinvest

- Identifying opportunities for reinvestment into high value added products and activities.
- Transforming Malaysian companies to become global players.

Driving Reinvestments



New Growth Areas

Manufacturing Sector

ELECTRICAL & ELECTRONICS

- Wafer fab
- IC Design
- Test Programme Development

CHEMICAL AND ADVANCED MATERIAL

- Lithium-ion battery
- Hydrogenated vegetable oil (HVO)
- Green hydrogen
- Chemical and catalyst for semiconductor industry

TRANSPORTATION TECHNOLOGY

Automotive

- Vehicle: Electrification and NxGV
- Critical Components of EV and NxGv
- Mobility Services and Supporting Technology
- Large forging and casting

Aerospace

- Components and parts (eg: engine, cabin interiors)
- Base for light aircraft and corporate planes (eg: business aviation, seaplane aircraft, Unmanned Aerial Vehicle (UAV))

MACHINERY AND METAL TECHNOLOGY

Semiconductor (Front End Semiconductor M&E) - Slicing and Polishing of Wafer, Photolithography, Etching, Rapid Thermal Processing, Deposition, Wafer Burn-In, Fluid and Gas Delivery

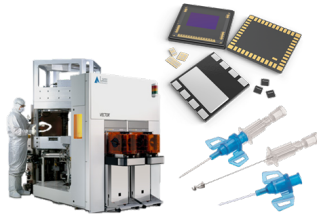
Electric Vehicle (EV) - Battery Cell machinery and parts, Battery Pack machinery and parts, Materials related to the production of EV Battery, Machinery to produce other related components for EV.

Robotics: Robot Arms, Collaborative Robot (COBOT), Tools related to the production of Robotics i.e motor, sensor, connectivity devices

Agriculture: Machinery for Poultry, for Farming for encompasses crops, livestock, fisheries, fruits and vegetables.

LIFE SCIENCES AND MEDICAL TECHNOLOGY

- Vaccines
- Consumer Medications and Drugs
- Diagnostic and Point of Care
- Non-Invasive / Minimally-Invasive Solutions
- Convergence Medical Technologies



FOOD TECHNOLOGY

Food Technology

- Alternative/ Artificial Meat Industry
- Ready to Eat (RTE) / Convenience Foods Industry

RESOURCE-BASED INDUSTRIES

Oil Palm Biomass

- Pulp & paper
- Animal feed
- Fertilizer
- Oil Palm Trunk: timber / wood / engineered wood

BUILDING TECHNOLOGY

Industrial Building System (IBS)

Development Of High Technology Glass: Smart Glass Windows, Smart Glasses

LIFESTYLE

Textiles: Functional Fabric, Medical Textiles, Natural Fibres and Yarns and Eco-Friendly Textiles

CIRCULAR BIO-ECONOMY

- Biofuel & Bioplastic
- Sustainable Aviation Fuels (SAF)
- Green Hydrogen
- Micro Algae to Biofuels

Services Sector

BUSINESS SERVICES & REGIONAL OPERATIONS

- Center of Excellences (COE) for Digital Solutions
- Digital Tech Smart Innovation Hubs
- Hyperscale Data Centres
- Digital Technology Providers

HEALTHCARE

- Digital healthcare/ Telemedicine
- Traditional and Complementary Medicine (TCM)
- Senior Living/Aged Care

HOSPITALITY

- Sport Tourism
- Glamping
- Recreational Vehicle (RV)

OIL AND GAS

Oil & Gas (Upstream)

Exploration : Geological services, Seismic survey, Remote monitoring

Development: Well services; well intervention, pipeline services such as MRO, Remote monitoring

MARITIME

Shipbuilding and Ship Repair : LNG fueled vessels, Dual-fuel engine, Hydrogen operated vessels, Ballast free ship design, Electric propulsion system, Digital twin

LOGISTICS

Logistic Services : Integrated logistic, Smart warehouse including e-fulfillment, Blockchain



ADVANCED TECHNOLOGY AND RESEARCH & DEVELOPMENT

- Bioscience Technology
- Advanced Intelligent Systems
- Advanced Materials
- Blockchain
- Additive Manufacturing

GREEN TECHNOLOGY

New RE Sources

- Geothermal
- Onshore and offshore wind

Energy Storage Solutions

- Battery storage
- Hydrogen solution

Digital Investment

Technology



Robotic



Cybersecurity



Augmented Reality



Artificial Intelligence



Additive Manufacturing



Big Data Analytics



Horizontal & Vertical Integration



Cloud Computing



Internet of Things

Infrastructure



Data Centre



Submarine Cable



Broadband



Satellite



Dark Fibre

Green Technology

- Production
- Services
 - ✓ Charging Station
 - ✓ Maintenance, Repair & Overhaul of EV

- Green Building System
- Green Township
- Green Data Centre

Green Products



Electric Vehicle



Green Energy



Waste Management



Green Building



Green Certification



MALAYSIA'S COMMITMENTS

- 20% clean energy generation by 2025 (excluding large hydro).
- Cutting greenhouses emissions by 45% by 2030.
- To become carbon-neutral nation by 2050.

- Renewable Energy
 - Solar
 - ✓ Own Consumption
 - ✓ Net Energy Metering
 - ✓ Large Scale Solar (LSS)
 - Biomass
 - Biogas
 - Mini Hydro (below 30MW)
- Energy Efficiency
 - Own Consumption
 - ESCO

- Integrated Waste Recycling
 - ✓ Developer
 - ✓ Manager
 - ✓ Operator
- Waste Eco Park
- Recycling

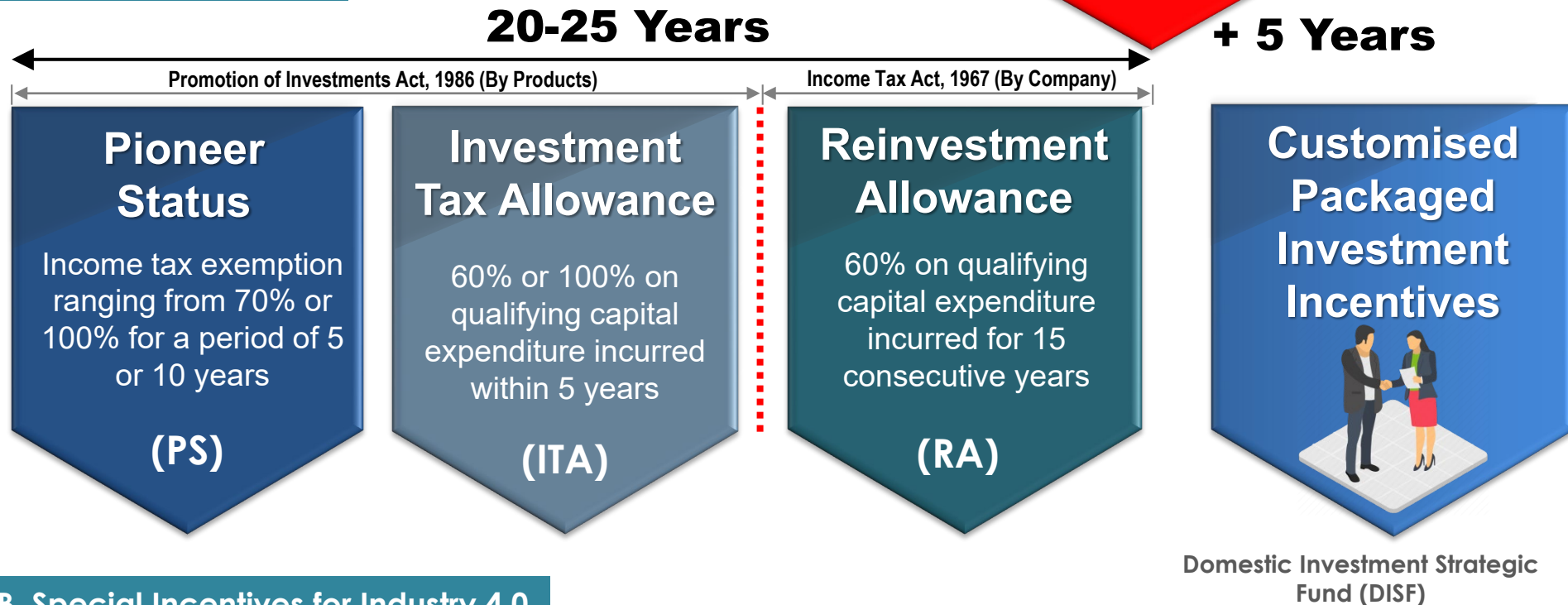


Major Investment Incentives & Policy Intervention

1

Major Incentives

A. Major Incentives



B. Special Incentives for Industry 4.0

- Industry4WRD Readiness Assessment
- Industry4WRD Intervention Fund
- Industry Digitalisation Transformation Fund (IDTF)
- Business Loan Guarantee Scheme
- Automation Capital Allowances (Automation CA)
- Digital Transformation Acceleration Programme (DTAP)
- Domestic Investment Strategic Fund/ High Impact Fund
- Smart Automation Grant (SAG)

2

Tax Incentives for Small Scale Companies

(Manufacturing)

Promotion Of Investment Act, 1986

Pioneer Status

Income tax exemption of 100% for a period of 5 years

(PS)

Investment Tax Allowance

60% on qualifying capital expenditure incurred within 5 years. The allowance can be offset against 100% of statutory income in that year of assessment.

(ITA)

ELIGIBILITY CRITERIA

1. Incorporated under the Companies Act, 1965.
2. **Shareholders' funds not exceeding RM2.5 million.**
3. **Malaysian equity ownership:**
 - **Companies with shareholders' fund of up to RM500,000 with at least 60% Malaysian equity**
 - **Companies with shareholders' fund of above RM500,000 and not exceeding RM2.5 million with 100% Malaysian equity.**
4. Applicants must fulfil the following conditions:
 - **Value Added (VA) – 25%.**
 - **Managerial, Technical and Supervisory Staff (MTS) index - 20%.**
 - **Not more than 20% of the equity of the applicant company is owned, whether directly or indirectly controlled, by a holding company having shareholders' funds of more than RM2.5 million.**
5. Producing products/engaged in activities listed in the list of promoted products/activities for small companies or general promoted list.
6. For companies with shareholders' fund of above RM500,000 and not exceeding RM2.5 million and producing products/engaged in activities listed in the general promoted list, the prevailing rates on Value Added (VA) and Managerial, Technical and Supervisory Staff (MTS) index under the general promoted list will be applicable .

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LIST OF PROMOTED ACTIVITIES
& PRODUCTS FOR
SMALL SCALE COMPANIES
WHICH ARE ELIGIBLE FOR
CONSIDERATION OF
PIONEER STATUS AND
INVESTMENT TAX ALLOWANCE
UNDER THE PROMOTION OF
INVESTMENT ACT 1986



- Agricultural production
- Processing of agricultural produce
- Forestry products
- Manufacture of rubber products
- Manufacture of palm oil products and their derivatives
- Manufacture of chemicals and pharmaceuticals
- Manufacture of wood and wood products
- Manufacture of paper and paperboard products
- Manufacture of textiles and textile products
- Manufacture of clay based and sand-based products and other non-metallic mineral products
- Manufacture of iron and steel products, non-ferrous metals and their products
- Supporting products and services
- Manufacture of transport components parts and accessories
- Manufacture of parts and components for machinery and equipment
- Manufacture of electrical and electronic products, components and parts thereof
- Manufacture of furniture, parts and components
- Manufacture of games and Accessories
- Manufacture of souvenirs
- Manufacture of plastic products

3

Allowing Companies in Production to be Eligible for Incentives

Desirous Issue

Malaysian-owned manufacturing or services companies already in operation for a year or less and undertaking promoted products/activities under the Promotion of Investments Act, 1986 are now eligible to apply for tax incentives. This flexibility is aimed at facilitating new investments by Malaysian-owned companies.

4

Deferment of Compliance with 80:20 Employment Condition in Manufacturing License

- The Government has decided that companies with conditions of full-time employment in the Manufacturing License issued by MITI will be suspended until **31 December 2024**.
- The Government would like to emphasise the importance of the industry to continue to intensify the efforts towards **job creation** and **placement for locals** with taking the initiatives to boost the level of **automation process**.





Incentives to Encourage Technology Adoption

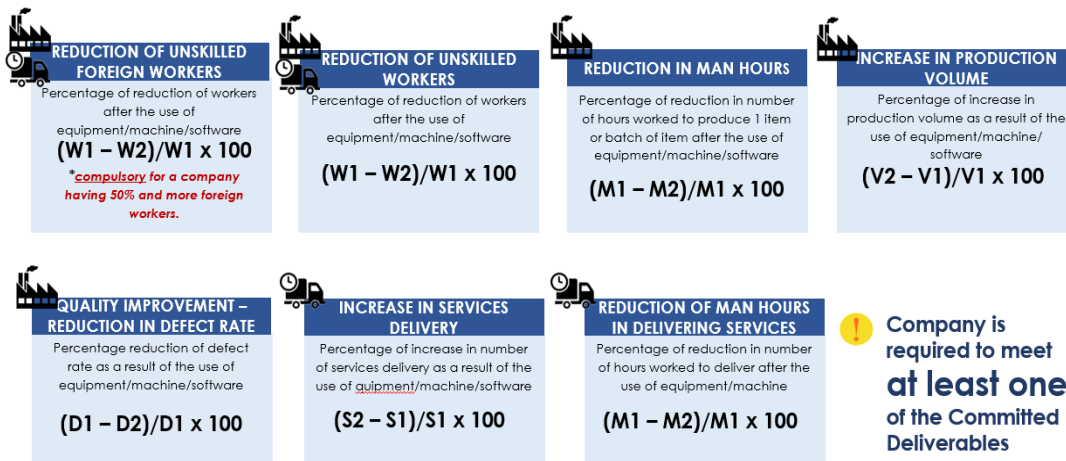
Smart Automation Grant (SAG)

- The fund was launched on 2 December 2020
- SAG is given on a matching basis (1:1) based on eligible expenditures, up to a maximum grant of RM1 million per company
- SAG was announced under PENJANA stimulus package in 2020, then extended under PEMERKASA (2021) and Budget 2022.

OBJECTIVES

- To automise and digitalise operations, production and trade channels
- To improve efficiency in the manufacturing and services sector
- To enhance SMEs competitiveness at international level
- To reduce reliance on low-skilled foreign workers

COMMITTED DELIVERABLES



As at 30 June 2022, 238 companies were approved with matching value of RM138.5 million



Manufacturing Sector



Services Sector

2

Industry4WRD Intervention Fund (IIF)

ELIGIBILITY CRITERIA



Incorporated under the **Companies Act, 1965/2016**



Undertake **Manufacturing or manufacturing-related-services (MRS)**



In **operation** for at least **3 years** in the current business line



Possess a **valid Business Licence** and/or **Manufacturing Licence (ML)**



Completed the Industry4WRD **Readiness Assessment (RA)** Programme

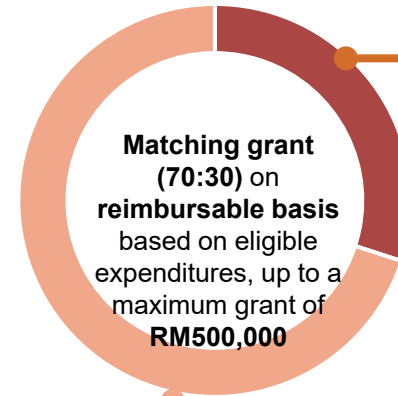


Malaysian SMEs only



Submit IIF application not more than two (2) months after receiving the Industry4WRD RA report

Total expenditure



70% subsidised by Government



Max. 30% will be provided upfront

* 12th Malaysia Plan (12th MP): Accelerating Development in the 6 Less Developed States : upfront payment will be granted **40%** of the 70% matching grant (Kedah, Kelantan, Perlis, Terengganu, Sabah and Sarawak)

30% borne by Company



As at 30 June 2022, 230 companies were approved with matching amount of RM80.3 million

- Launched under Budget 2019 and continue under 12th MP
- The fund was introduced under the **National Policy on Industry 4.0** (known as Industry4WRD)
- Financial support facility for **Malaysian SMEs** in the manufacturing and related services sectors to embrace Industry 4.0
- Project duration of 18 months – Project implementation (12 months) and Claim period (6 months)

3

Automation Capital Allowance (Automation CA)



Automation CA was introduced under Budget 2015 and the incentive is jointly evaluated by MIDA and SIRIM

CATEGORY 1- LABOUR-INTENSIVE INDUSTRIES

Automation CA of 200% on the first RM4 million expenditure incurred within 8 years of assessment from 2015 to 2023



Rubber Products



Plastic Products



Wood Products



Furniture Products



Textile Products

CATEGORY 2- OTHER INDUSTRIES / SERVICES

Automation CA of 200% on the first RM2 million expenditure incurred within 8 years of assessment from 2015 to 2023 (Manufacturing) and years of assessment from 2020 to 2023 (Services)



Fabricated Metal Products



E&E Products



Chemical Products



Transport Equipment



Food Products



Others

As at 30 June 2022, **484 Automation CA projects** were approved with the following breakdown:

- **Category 1 – Labour intensive (195)**
- **Category 2 – Others industries (289)**

Automation Capital Allowance (Automation CA)

- As of 30 June 2022, a total of **484** automation ca projects for manufacturing & services have been approved
CATEGORY 1 – Labour Intensive (195) , **CATEGORY 2 – Others Industries (289)**



Business Facilitation

1 Industry Talent Management

Door 2 Door Talent Internship Facilitation Programme

- MIDA, Airfoil Services Sdn. Bhd and Majlis Amanah Rakyat (MARA) jointly organised a Door-2-Door internship interview programme.
- 37 students have been offered with Airfoil's internship programme



Co-organised by



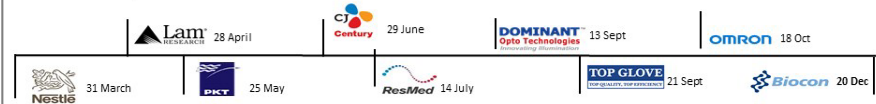
Participated by



Industry Career Talk



- MIDA has embarked its own signature career talk programme under its own brand name, *Listen and Act : Paving Your Way To Industry*
- To give exposure to the audience on the jobs prospect in a company, provides an insightful snapshot of industry knowledge
- Followed by online interview



e-CAREER Fair



- Organised by Malaysian Investment Development Authority (MIDA) in collaboration with Social Security Organisation (SOCSCO) and Ministry of Higher Education (MOHE)
- to provide employment opportunities for youth, graduates and job seekers amidst the Covid-19 pandemic



Upskilling & Reskilling

- A recent programme through PENJANA namely Reskilling and Upskilling programme was introduced where MIDA continues assuming an important role in catering the skillset required by industries.
- The 18 programmes are involving the collaboration between MIDA and 3 Training Centres with the aims to reduce the skills gap and to address unemployment among Malaysians, unemployed graduates as well as retrenched workers.
- Among the programme modules mostly offered are Artificial Intelligent (AI), Data Automation, Drone Piloting, Advanced CNC Technologies as well as aerospace, marine and solar.

In Collaboration :



2

Encouraging MNCs to Source Locally



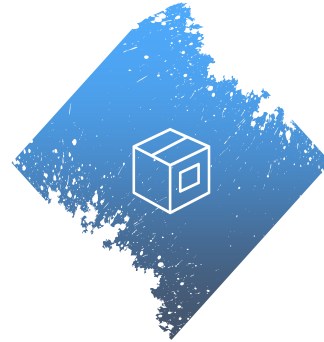
AWARENESS/ OUTREACH

Organise webinars/seminars/conferences as platform to disseminate information on local sourcing opportunities and to identify anchor companies and local suppliers/potential vendors



VENDOR FACILITATION PROGRAMME

Proactive engagement with anchor companies to assist to upgrade their vendors via Incentives and Funding (Domestic Investment Strategic Fund). MIDA will organise tailor-made programmes including workshop/webinar/visits to vendors.



LOCAL SOURCING

Assist MNCs and industry players to leverage on Malaysia's expanding local supply chain and create greater spill over benefits for the operations as well as the local business community.



INDUSTRY LINKAGES PROGRAMME

Integrating domestic companies with global supply chains abroad through specific missions to overseas for targeted industries such as Machinery and Equipment, Aerospace and E&E

3

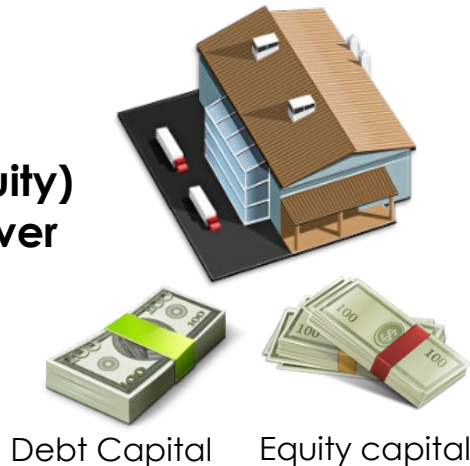
Addressing Funding Needs

Domestic Investment Coordination Platform (DICP)

- ❑ MIDA's initiative in assisting and facilitating local companies and SMEs to bridge financial and technology gaps as well as to gain market access through strategic collaborations or joint ventures with potential Partner(s).

- ❑ Scope of coverage:

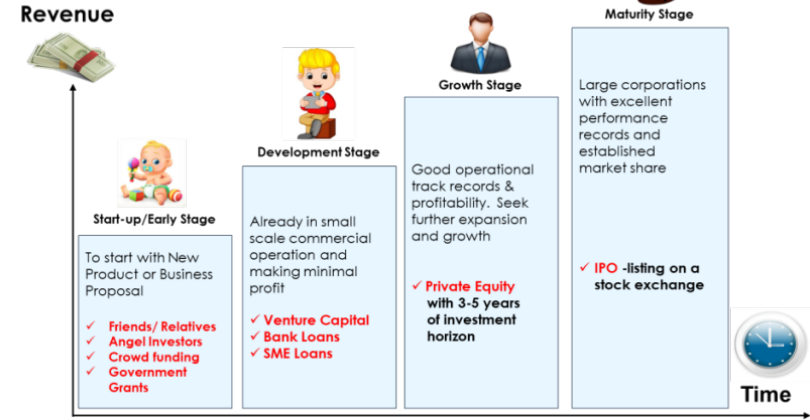
- ✓ Business Matching
- ✓ Project Financing
- ✓ Capital Raising (Debt & Equity)
- ✓ M&A, Divestments & Takeover
- ✓ Initial Public Offering (IPO)



Debt Capital

Equity capital

Know Your Financing Needs



Who are our Partners?



4

Monitoring Project Implementation

Via Project Acceleration & Coordination Unit (PACU)



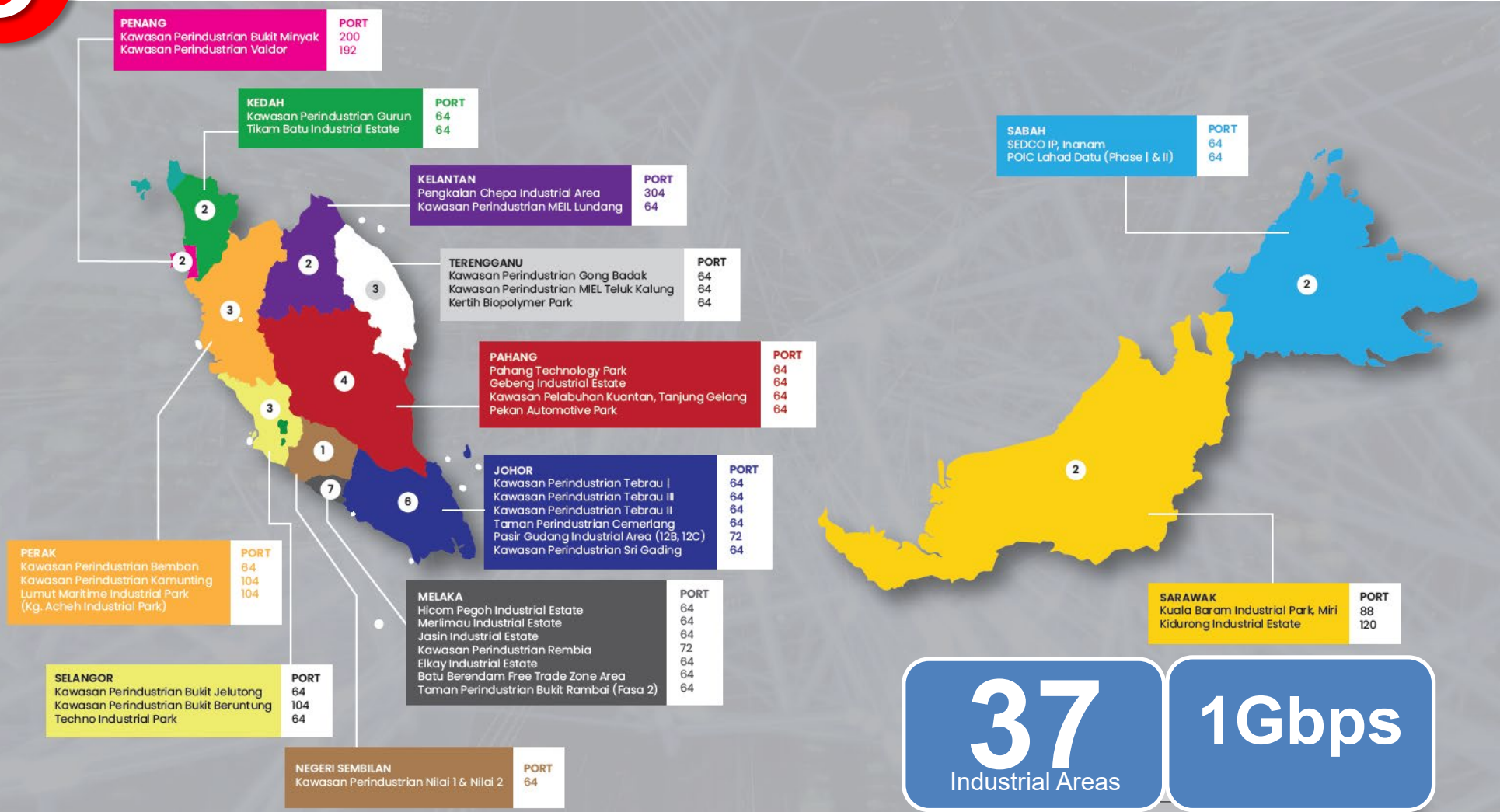
ITMS.MIDA.GOV.MY

A GOOD SYSTEM SHORTENS THE ROAD TO THE GOAL

— ORISON SWETT MARDEN

5

Upgrading of Industrial Parks



Information Portals

Information At Your Fingertips



i-Incentives

Provides information on investment incentives offered by the Federal Government of Malaysia

incentives.mida.gov.my



i-Services

To connect local service providers and their potential clients, which consist of both domestic and foreign companies

iservices.mida.gov.my



E&E Discovery

To discover and expand network in Malaysia's Electrical & Electronics (E&E) industry

ee.mida.gov.my



E-Stats

Provides information on approved projects in the manufacturing and selected services sectors in Malaysia

E-statsdata.mida.gov.my

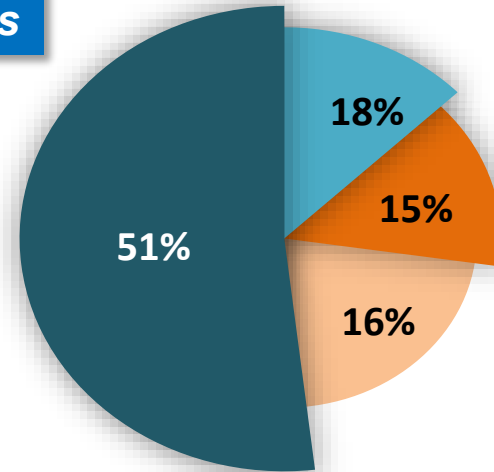
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i-Incentives Portal

<http://investmalaysia.mida.gov.my/incentives>

2

Type of Incentives



- Tax Incentives
- Soft Loan
- Grant
- Others*

* Equity funding, training, aids, regional establishments & other facilitation programs.

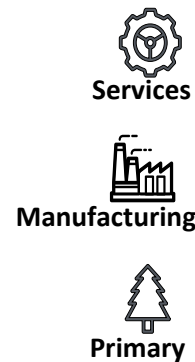
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Key Figures



3

By Sectors



Tax Incentive : 47
Soft Loan : 21

Grant : 18
Others* : 18

51%

Tax Incentive : 32
Soft Loan : 14

Grant : 11
Others* : 11

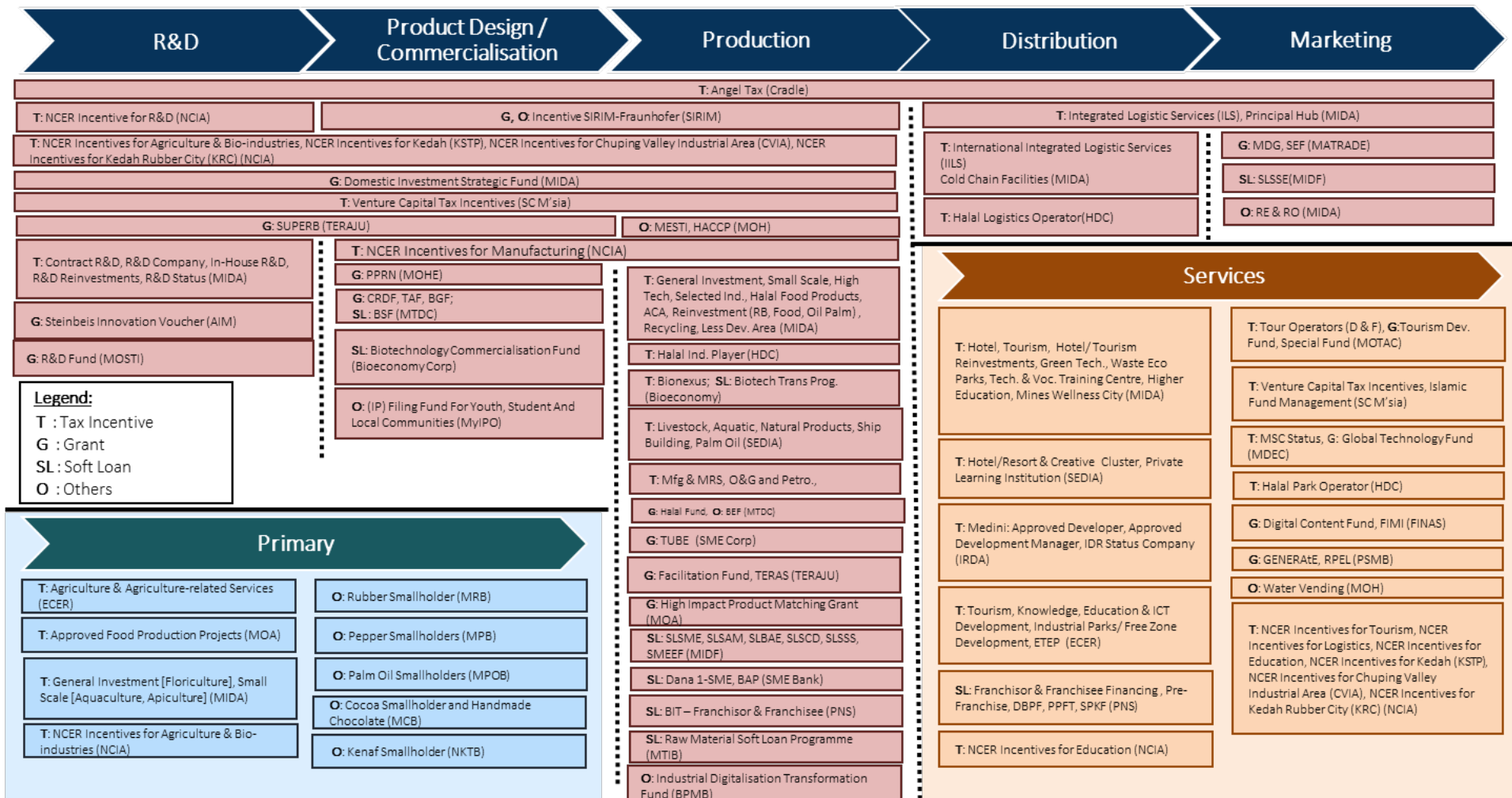
34%

Tax Incentive : 6
Soft Loan : 6

Grant : 9
Others* : 9

15%

Incentives Available... from Lab to Market



2

i-Services Portal

iservices.mida.gov.my/iservices/landingPage.php

OBJECTIVES



To assist investors who are looking for local service providers



To promote and encourage the utilisation of local service providers for investment projects



To facilitate linkages programmes by MIDA or other agencies

WHO CAN REGISTER?



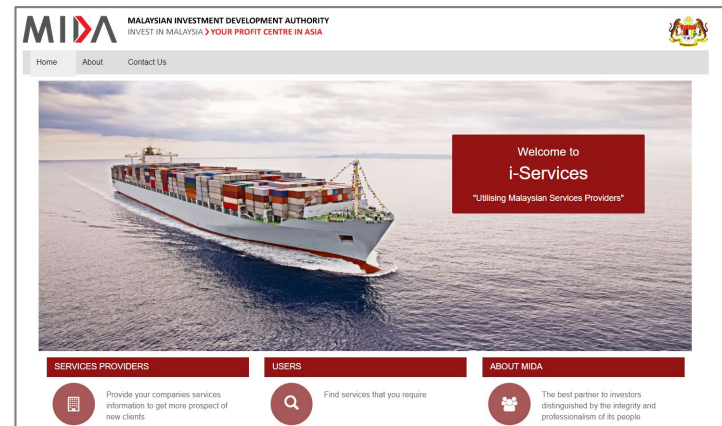
SERVICE PROVIDERS

Register to get more prospective clients



USERS

Register to access a wide range of services

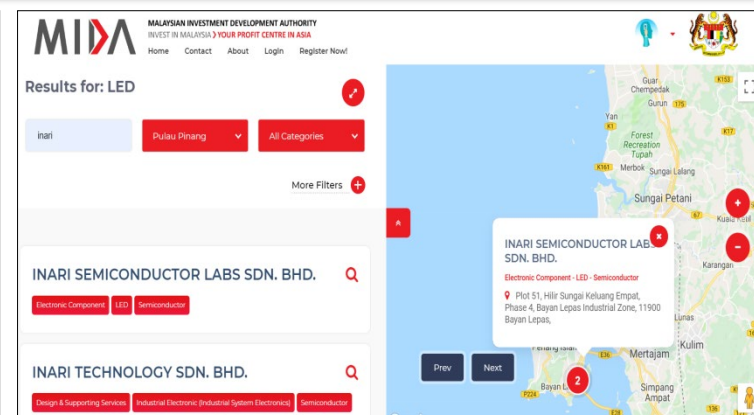
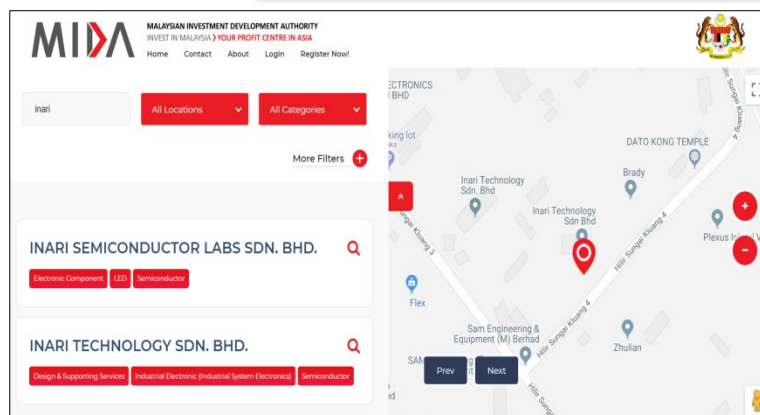
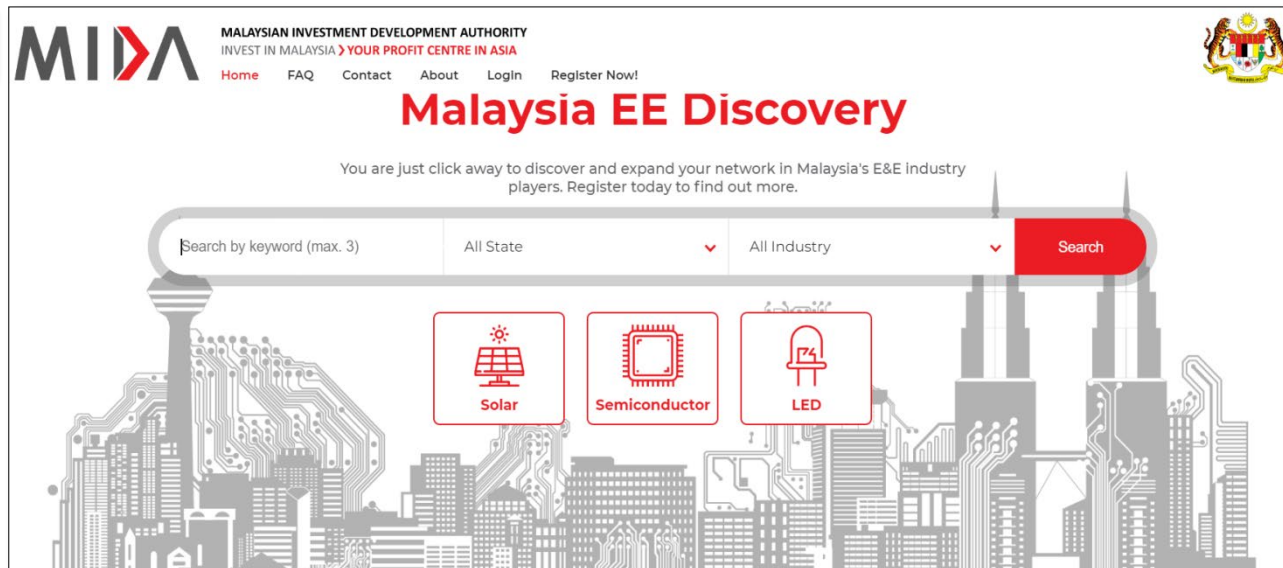


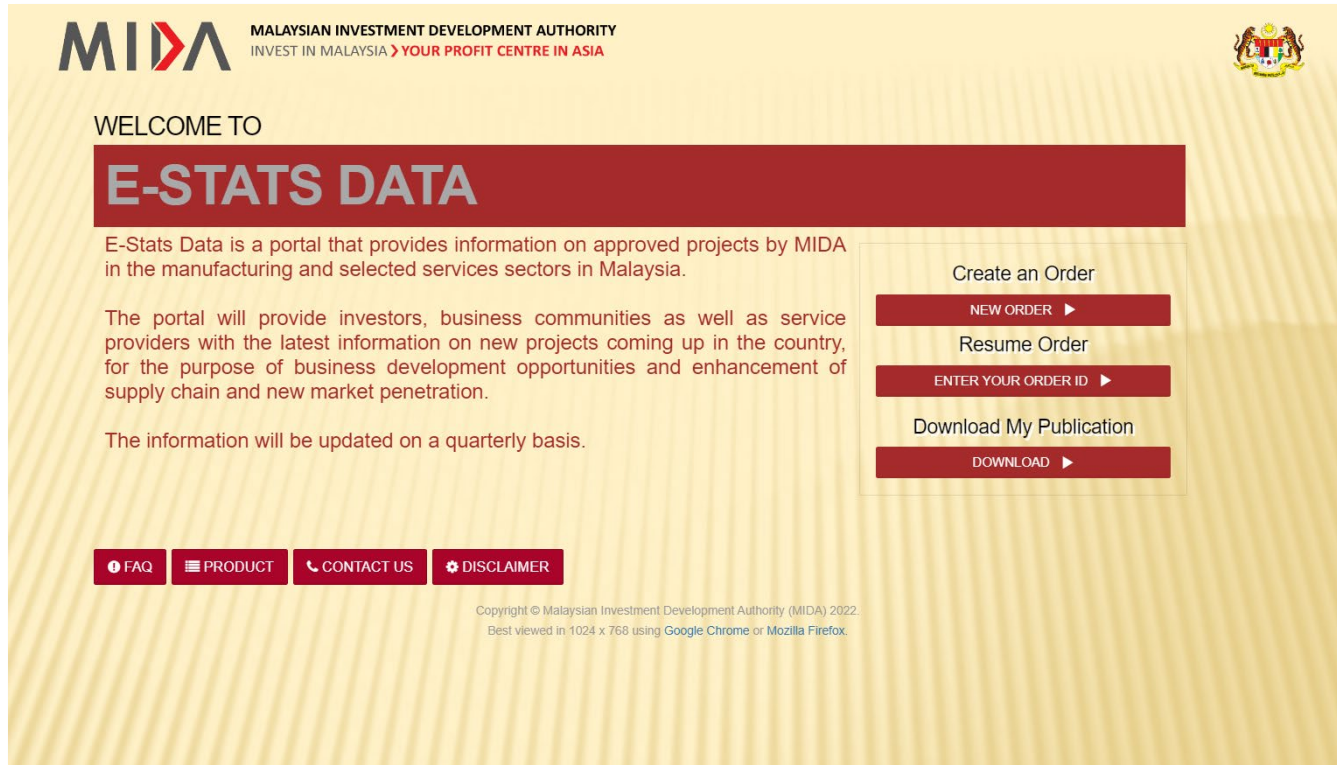
i-Services Portal

Type of Business Activities in i-Services Portal



- Providing a platform to showcase and promote Electrical & Electronics (E&E) companies in Malaysia and its ecosystem as well as for market penetration and connectivity.
- This platform is able to identify the companies of interest according to the ecosystem or according to the industry cluster in the E&E domain.
- The website will show Malaysia mapping locations of the companies. The page shall show the pinpoints of companies on Malaysia's map.



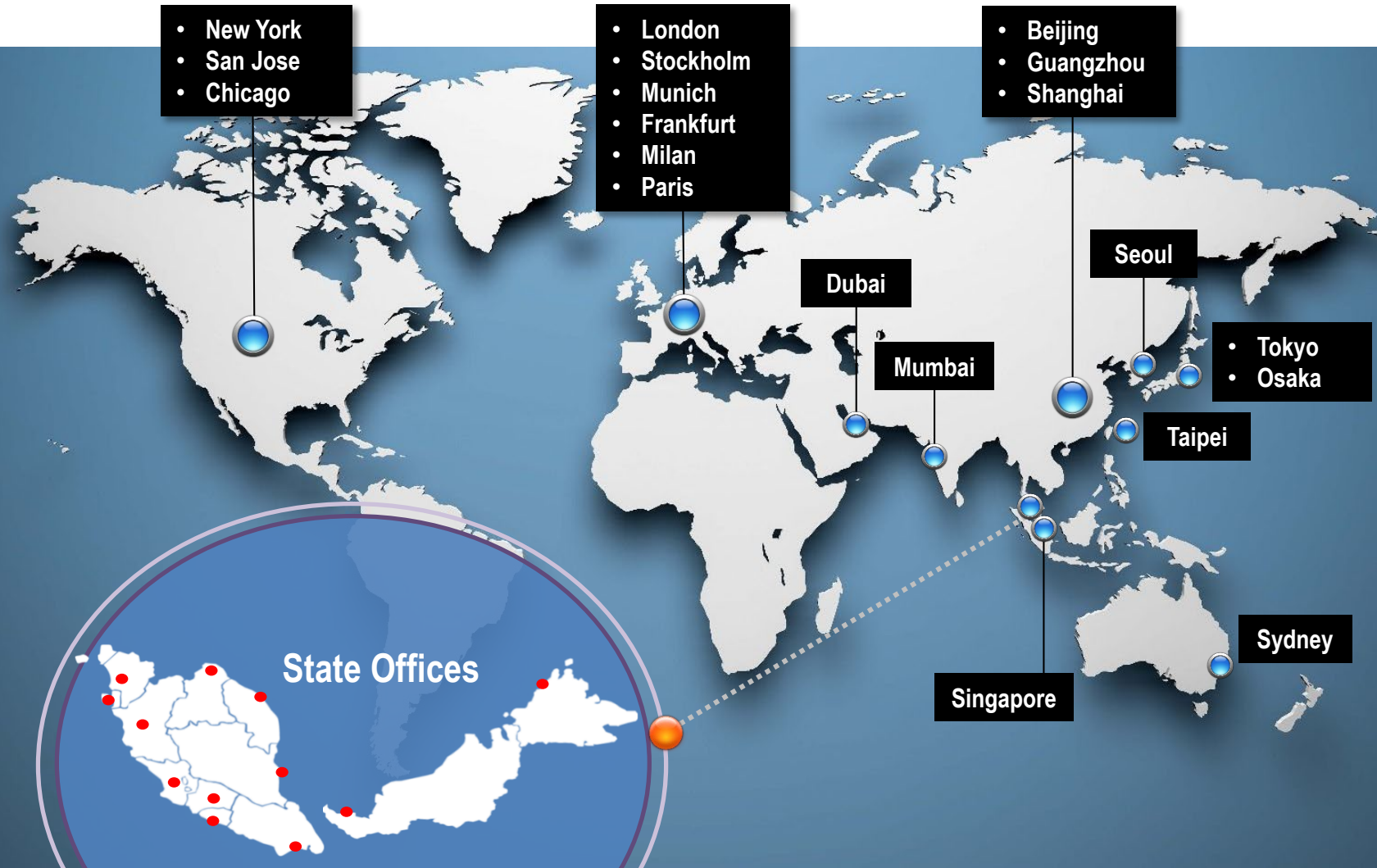


The screenshot shows the MIDA E-Stats Data portal. At the top left is the MIDA logo with the tagline 'MALAYSIAN INVESTMENT DEVELOPMENT AUTHORITY' and 'INVEST IN MALAYSIA > YOUR PROFIT CENTRE IN ASIA'. To the right is the Malaysian coat of arms. Below the logo, it says 'WELCOME TO' followed by a large red banner with 'E-STATS DATA' in white. Under the banner, a paragraph describes the portal: 'E-Stats Data is a portal that provides information on approved projects by MIDA in the manufacturing and selected services sectors in Malaysia.' Another paragraph states: 'The portal will provide investors, business communities as well as service providers with the latest information on new projects coming up in the country, for the purpose of business development opportunities and enhancement of supply chain and new market penetration.' A third paragraph says: 'The information will be updated on a quarterly basis.' On the right side, there is a 'Create an Order' section with three buttons: 'NEW ORDER ►', 'Resume Order' (with a sub-button 'ENTER YOUR ORDER ID ►'), and 'Download My Publication' (with a sub-button 'DOWNLOAD ►'). At the bottom left, there are four navigation buttons: 'FAQ', 'PRODUCT', 'CONTACT US', and 'DISCLAIMER'. At the bottom center, small text reads: 'Copyright © Malaysian Investment Development Authority (MIDA) 2022. Best viewed in 1024 x 768 using Google Chrome or Mozilla Firefox.'

- **Sector**
 - Manufacturing
 - Services
- **Period**
 - 2020
 - 2021
 - Jan-March 2022

Get to Know Us Better

We Are Truly International



Global Network



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MIDA Organisation Structure

Promotion



Foreign
Investment

Domestic
Investment



Evaluation and Approval of Project

(Manufacturing Licence/Tax Incentives/Expatriate Posts Status Approval)



- Electrical & Electronics
- Machinery & Metal
- Building Technology & Lifestyle
- Transportation Technology
- Chemical & Advanced Materials
- Food Technology & Resource Based Industries
- Life Sciences & Medical Technology

Manufacturing Divisions

- Oil & Gas, Maritime & Logistics Services
- Green Technology
- Healthcare, Education & Hospitality
- Business Services & Regional Operations
- Advanced Technology and R&D

Services Divisions

Industry
Talent
Management

Implementation



MIDA State
Offices

Tariff

Evaluation and
Approval of
Customs Duty
Exemption

Compliance Facilitation



Licensing &
Incentive
Compliance

Post-
Investment

Investors Journey

2022 Promotion Activities

1

Domestic Investment Seminar



3

To update on the current government policies, incentives and supports for investment in the manufacturing and services sectors

2

Supply Chain Programmes, VDP, Local Sourcing



31

A continuous effort to accelerate the growth of domestic companies and be part of MNC's outsourcing activities.

3

Domestic Investment Coordination Platform (DICP)

10 local companies secure over RM100 min worth funds via DICP - MIDA



9

Bridging the Gaps, Enablers for business growth, Collaboration with Private Equities & Technology Providers

4

SME Investment Desk



62

Act as a 'One Stop Centre' to assist and advise SMEs on the Government's initiatives and facilitation in transforming SMEs

5

Invest Series



2

To update on the latest development and investment opportunities in the state

6

Start-Up Programme



2

To support and scaling up the start-up companies through funding and enabling environment ecosystem



Domestic Investment Division

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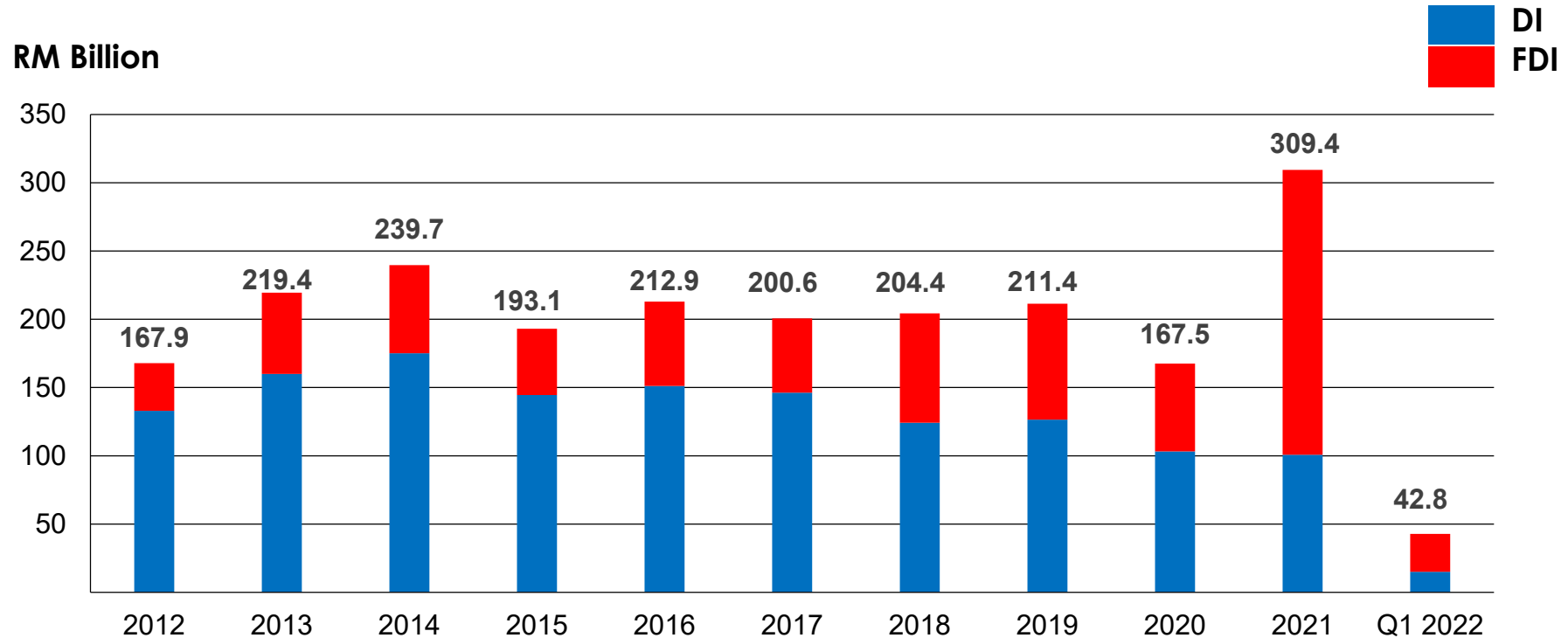




Conclusion

Our Investment Performance

Approved Private Investments In Various Economic Sectors, 2012 - Q1 2022



* Private Investments consist of Manufacturing, Services and Primary sectors.

Thank You