

M D B C

Malaysian Dutch Business Council



Annual General Meeting Financial Year 2015

23 June 2016

PARKROYAL Kuala Lumpur

MDBC

Malaysian Dutch Business Council



Pre-AGM Talks: “EUMCCI – matters & opportunities” by Remco Koster



23 June 2016

PARKROYAL Kuala Lumpur

MDBC

Malaysian Dutch Business Council



Pre-AGM Talks: “Supporting the economic bilateral relationship”

by H.E. Ambassador Harry Molenaar



Kingdom of the Netherlands

23 June 2016

PARKROYAL Kuala Lumpur

M D B C

Malaysian Dutch Business Council



Annual General Meeting Financial Year 2015

23 June 2016

PARKROYAL Kuala Lumpur

2015 Review

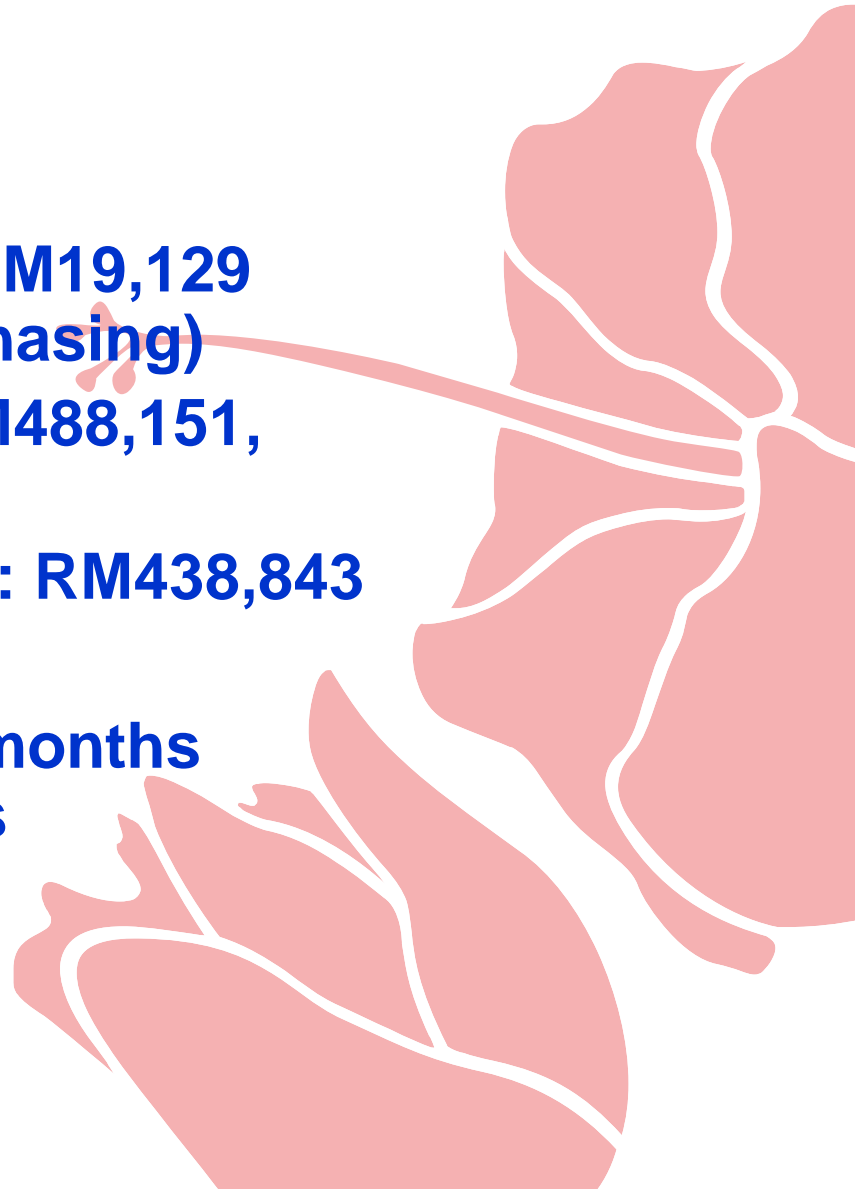
- 1. Accounts**
- 2. Memberships**
- 3. Activities**
- 4. Office & Operations**



2015 Review

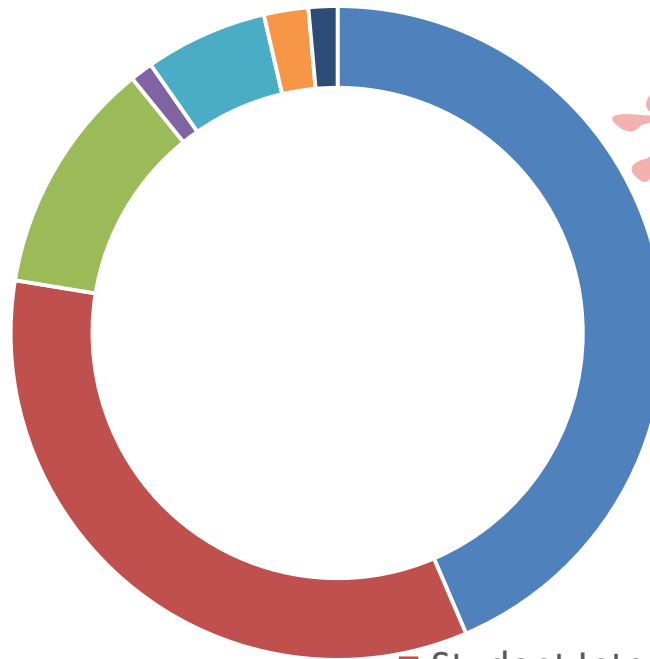
1. Accounts:

- **Revenue – Expenses: - RM19,129
(ED bonus adjustment/phasing)**
- **Accumulated excess: RM488,151,
out of which:
Cash & cash equivalents: RM438,843**
- **Accumulated excess =
reserve for more than 6 months
full operational expenses**



2015 Review

1. Accounts: Income



■ Membership fees

■ Advertisement & Premium Partners

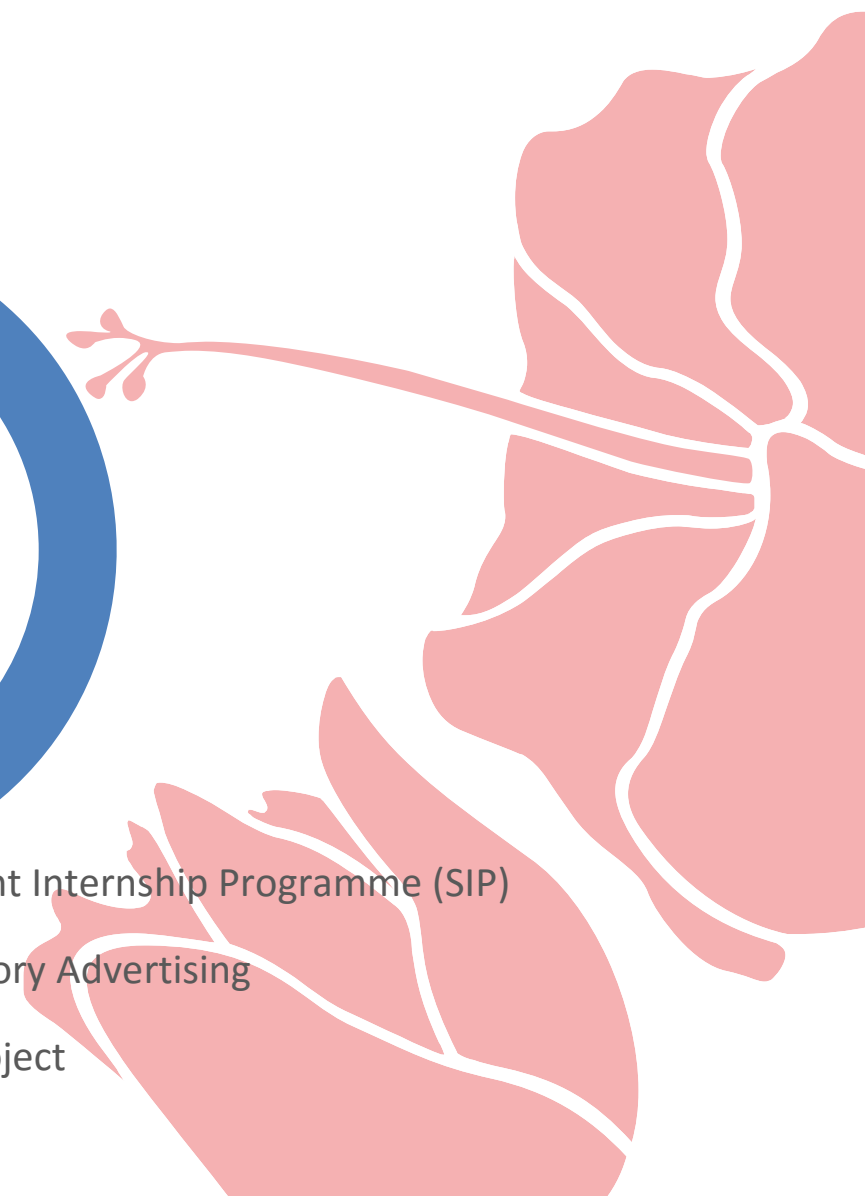
■ Functions & Exhibitions

■ Interest

■ Student Internship Programme (SIP)

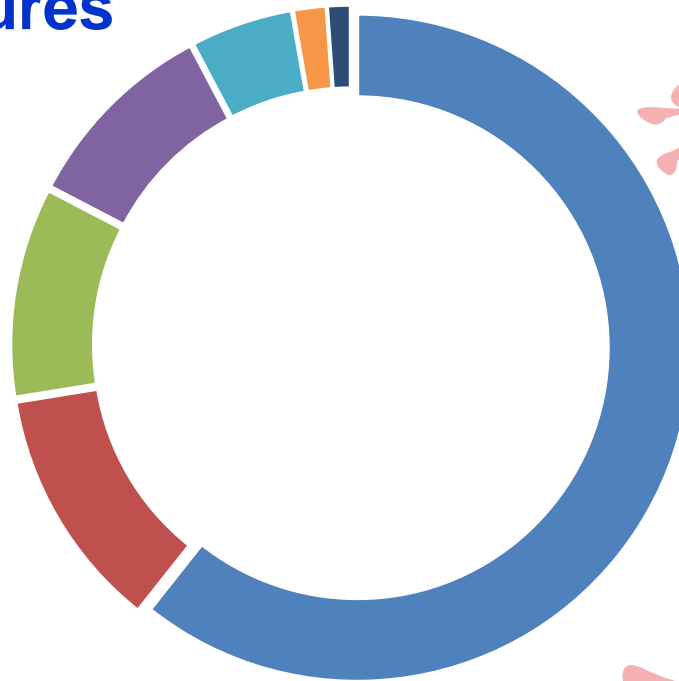
■ Directory Advertising

■ EU Project



2015 Review

1. Accounts: Expenditures



■ Human Resources

■ Student Internship Programme + Interns

■ Publications

■ Bad debts / Provisions

■ Office & operations

■ Functions, Exhibitions & Meetings (incl Penang, EUMCCI)

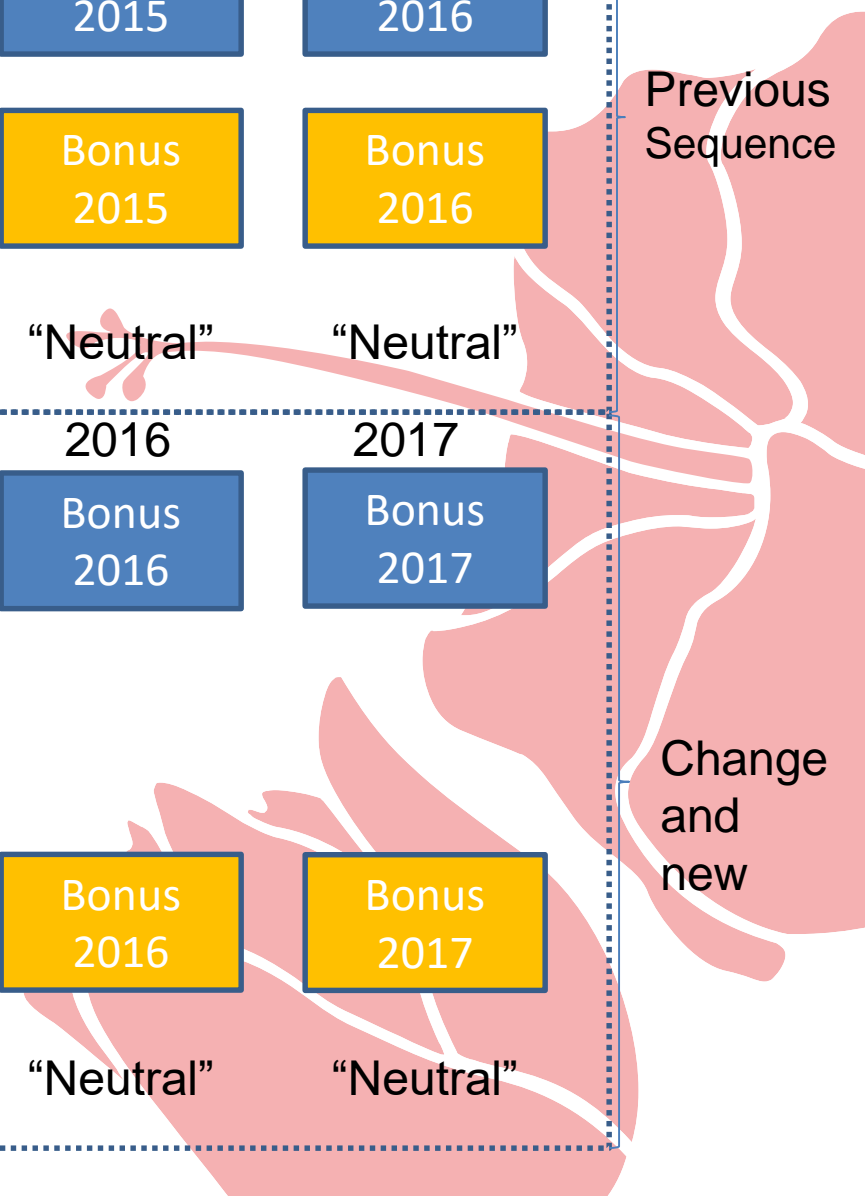
■ EU Project



	2014	2015	2016	2017
Budget	Bonus 2013	Bonus 2014	Bonus 2015	Bonus 2016
Actual	Bonus 2013	Bonus 2014	Bonus 2015	Bonus 2016
P&L Impact	"Neutral"	"Neutral"	"Neutral"	"Neutral"
	2014	2015	2016	2017
Budget	Bonus 2013	Bonus 2014	Bonus 2016	Bonus 2017
Actual	Bonus 2013	Bonus 2014	Bonus 2015	Bonus 2017
P&L Impact	"Neutral"	"Loss"	"Neutral"	"Neutral"

Previous Sequence

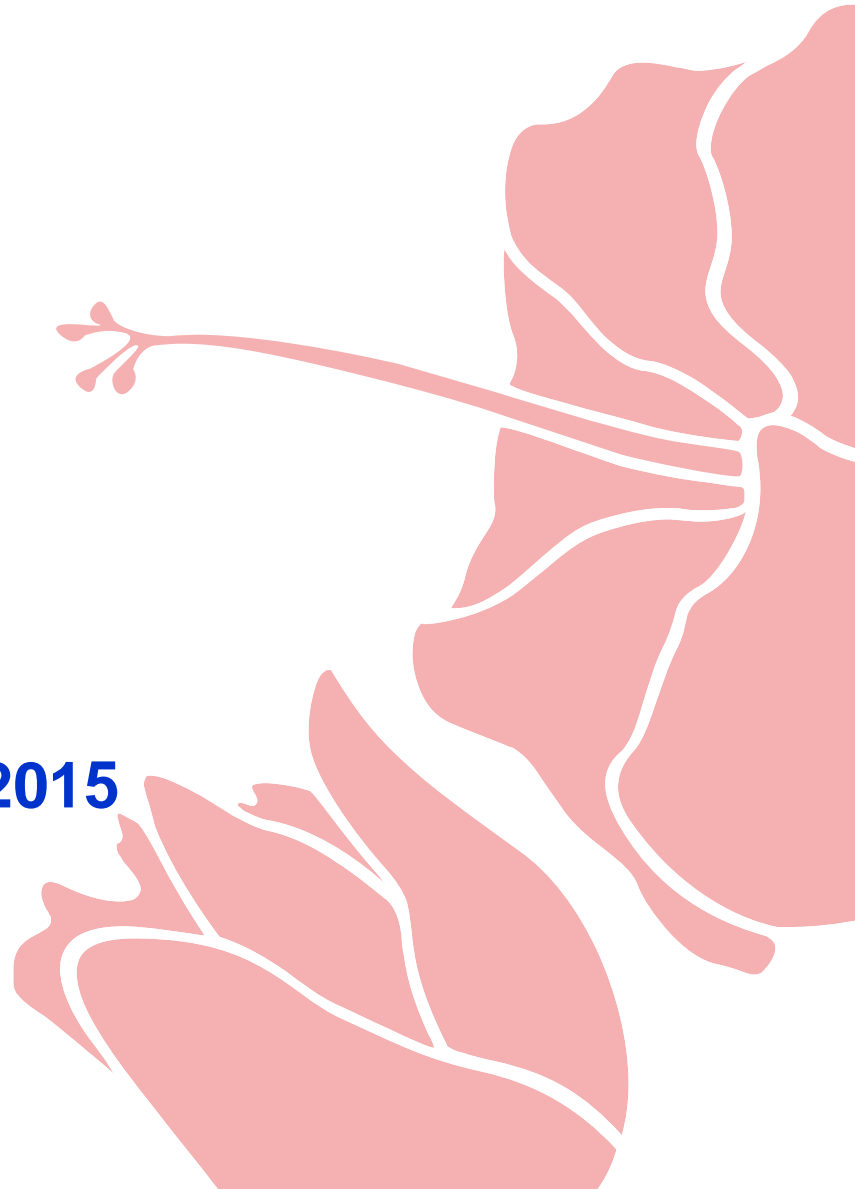
Change and new



2015 Review:

2. Memberships:

- **Over 2014: total 222**
- **Over 2015: total 223:**
 - **Corporate: 212**
 - **Individual: 11**
- **Membership survey Q4 2015**



2015 Review:

3. Activities:

Event invitations to our members:

Organised by: / Location:	In Klang Valley	In Penang	Total:
MDBC	15	3	18
MDBC as Co-organiser	5	2	7
Related organisations	10	5	15
Total:	30	10	40

- Including the 2-day trip to Johor with Singapore colleagues.
- Co-organising with: Netherlands Embassy, EUMCCI, Amcham, MABC, MFCCI, Cyberview, MICCI.
- Related organisations included Netherlands Embassy, EUMCCI, MIDA, Penang Institute, investPenang, Rabobank, MICCI.

2015 Review:

3. Activities:



2015 Review:

3. Activities:



2015 Review:

3. Activities:



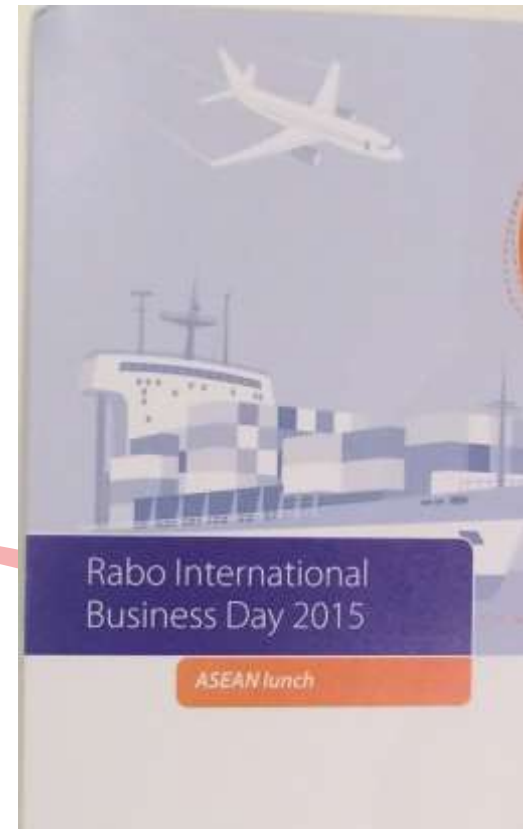
2015 Review:

3. Activities – Southern Region:



2015 Review:

3. Activities in NL:



2015 Review:

3. Special activities:
Student Internship Program
(including first Mentor evening)



2015 Review:

4. Office & Operations The Board of Directors



2015 Review:

4. Office & Operations: The Executive Team



2015 Review:

4. Office & Operations: Social Media



Malaysian Dutch Business Council (MDBC)
Nonprofit Organization Management
1-15 employees

541 followers Follow

IN PARTNERSHIP WITH YOU!
The Malaysian Dutch Business Council (MDBC) helps to forge and foster business ties between Malaysia and the Netherlands.

Find your next opportunity
Update your profile

Featured Groups
MDBC Malaysian Dutch... 248 members Join

People Also Viewed

Recent Updates
Malaysian Dutch Business Council (MDBC) IPR SME Hubdesk and the UK Intellectual Property Office (IPO) would like to cordially invite all European SMEs, Business Intermediaries and IP Stakeholders in the region to attend an IP Briefing in Malaysia at InterContinental Kuala Lumpur on Monday, 20 June. In the context of increasing internationalization, Intellectual Property Rights (IPR) for SMEs is a key factor often overlooked. Regional IP experts will share their expertise and discuss ways to ensure a return on the IP investment for this country. For more info: <https://lnkd.in/g/2j3m>

ooufhoostaisa-iphel@desk.eu
sofhoostaisa-iphel@desk.eu · sofhoostaisa-iphel@desk.eu



2015 Review:

4. Office & Operations



Malaysian Dutch Business Council (MDBC)
Business services

Timeline About Events Photos More

Business services - Kuala Lumpur, Malaysia
3.9 ★★★★★

Search for posts on this Page

PEOPLE

★★★★★
1,390 likes
28 visits

ABOUT

Unit 808, 8th Floor, Wisma Lim Fui Yang, 88 Jalan...
Kuala Lumpur
03 2722 8336
http://www.mdbc.com.my/

UPCOMING EVENTS

MDBC: Annual General Meeting 23...
Thursday, 23 June 2016 at 16:30W (UTC+8)
7 guests

MDBC: Travel Talk on The Netherlan...

MDBC Malaysian Dutch Business Council (MDBC)
17 June at 01:00 · @

Welcome to the Weekend! Did you know that the Dutch are infamous for eating whole raw herrings with dead onions in large amounts. It has become such a Dutch gastronomical tradition in fact, that each year the new haul of fresh herring is celebrated in the city of Scheveningen. This celebration, called 'vlaggetjesdag', is coming up this weekend on Saturday once again!

If you happen to be in the Netherlands any time soon and you have not yet tried this Dutch delicacy, this is the time the herring will be at its freshest!

Like Comment

Diy Scholzerheijn, Ng Priscilla, Dennis De Wit and 7 others like this. · Overview ·

1 share

Floor van Hooop Already had it, they are delicious!
17 June at 02:55



MDBC - Student Internship Program (SIP)
@MDBC.SIP

Timeline About Photos Reviews More

Consulting/Business Services - Kuala Lumpur, Malaysia
2.4 ★★★★★

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PEOPLE

★★★★★
1,137 likes

ABOUT

Unit 808, 8th Floor, Wisma Lim Fui Yang, 88 Jalan...
Kuala Lumpur
03 2722 8336
http://www.mdbc.com.my/services/submit-internsh...

APPS

Welcome

MDBC

MDBC - Student Internship Program (SIP) added 2 new photos — with Spord Sneebouer in Kuala Lumpur, Malaysia.
12 June at 23:03 · @

Hi future interns, my name is Spord Sneebouer. When I was faced with the question of what to do in the period between the end of my Bachelor's degree and the start of my Master's, I came into contact with the MDBC. The Student Internship Program of the MDBC provides you with the connection between your studies and practical work experience, plus you get to do so in an amazing country! It is this vital international working experience which will really help you stand out in fu... See more

2015 Review:

4. Office & Operations: Website



Upcoming Events



MDBC: Annual General Meeting, 23 June

Dear All, please note that this event is for MDBC members only. Ladies & Gentlemen, Dear MDBC members, The Chairman
... [Read more](#)



MDBC: Travel Talk on The Netherlands – Mind Space, 28 June

Dear MDBC members, You have been invited to a special Travel Talk on The Netherlands on Tuesday, 28 June. Travel ... [Read more](#)



MDBC: VIP Luncheon with the New Governor of Bank Negara, 21 July

Dear MDBC members, We cordially invite you to our VIP Luncheon with the new Governor of Bank Negara. With a
... [Read more](#)



2015 Review:

4. Office & Operations

- **Back-office improvements on IT facilities & internal infrastructure:**
 - **Email migration**
 - **Website**
 - **CRM system improvements**
 - **Accounting software**



2015 Review:

4. Publications

MDBC ONNECTS
MAKERS & DRIVERS OF BUSINESS & COMMERCE

SEMI-CON ASSEMBLY
DIGI GREEN > YELLOW
INVEST SELANGOR

PRECISION. LEADING EDGE. CREATIVITY & FLEXIBILITY.

ISSUE: 3RD EDITION 2015



MDBC ONNECTS
MAKERS & DRIVERS OF BUSINESS & COMMERCE

ISSUE: 1ST EDITION
1.99M & 1.7M
DIGI GREEN > YELLOW

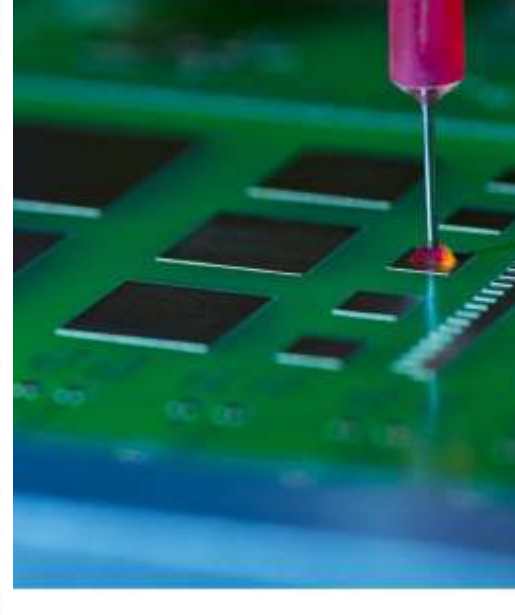
COMPANION OF THE NUSAS ECONOMIC COMMUNITY
PUSAT KOTAMERDEKA



MDBC ONNECTS
MAKERS & DRIVERS OF BUSINESS & COMMERCE

ISSUE: 2ND EDITION
DIGI GREEN > YELLOW
INVEST SELANGOR

REKONSTRUKSI DAN PEMBANGUNAN ALYAT PERKHIDMATAN AWAL MUDA
DIGI GREEN > YELLOW



MDBC ONNECTS
MAKERS & DRIVERS OF BUSINESS & COMMERCE

ISSUE: 3RD EDITION
DIGI GREEN > YELLOW
INVEST SELANGOR

GET FROM BLOCKS
PILIHAN KEHIDUPAN



M D B C

Malaysian Dutch Business Council



**That was 2015. Any questions
before we continue with 2016?**

23 June 2016

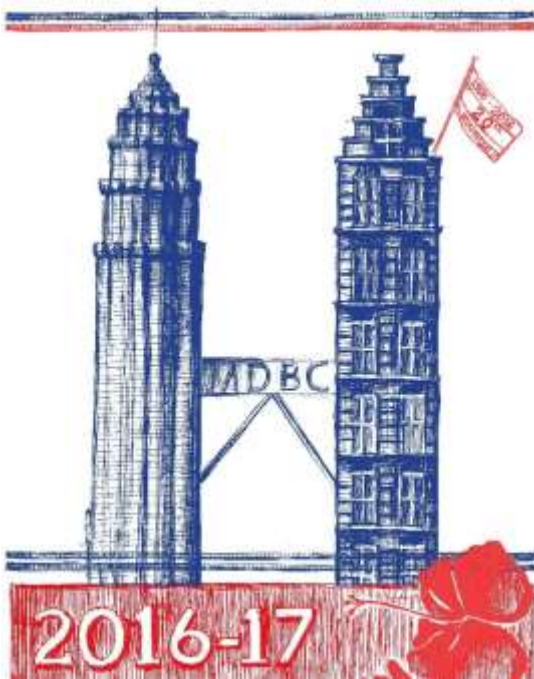
PARKROYAL Kuala Lumpur

M D B C

Malaysian Dutch Business Council

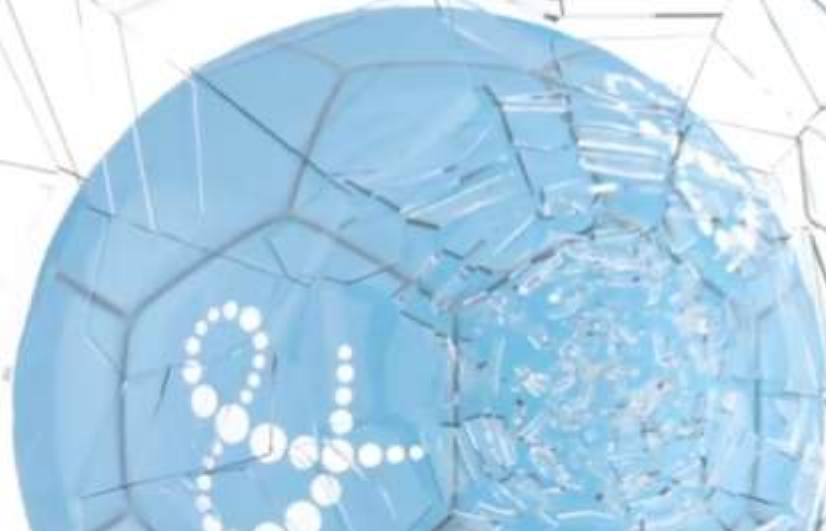


AGM over FY 2015: 2016 and 2016-18 Looking ahead



23 June 2016

PARKROYAL Kuala Lumpur



Malaysian Dutch Business Council

Strategizing the Future of MDBC 2016-2018



Usual unusual

Together we build a brighter future
We achieve breakthroughs by inspiring and connecting people

WHY STRATEGY? WHY A NEW ONE?

“WHY NOT CONTINUING AS IT IS, IT IS GOOD WHAT WE HAVE, RIGHT?”

We have a lot of members, isn't that enough?

We have a lot of events, what do we need more...?



MDBC is very active, compared to other chambers, why change?

The MDBC team is doing a lot of work really well...

We are not a corporation, so why do we need a strategy?

Strategy is for consultants...

Can't we just continue as it is, it is good what we have, right...?

usual unusual

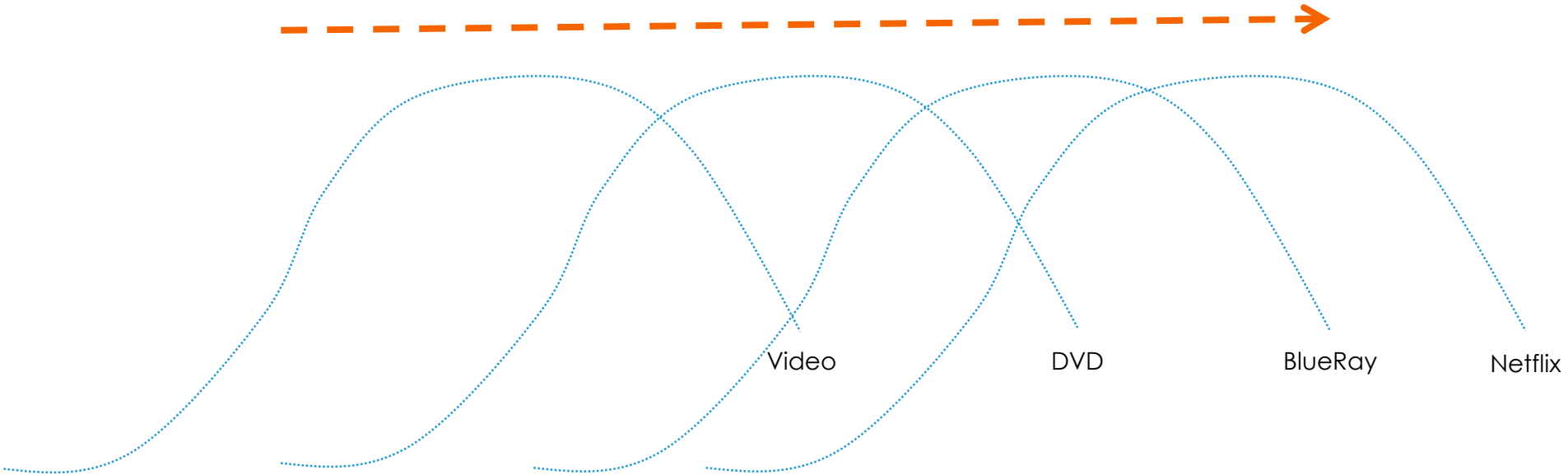
Together we build a brighter future
we achieve breakthroughs by inspiring and connecting people

A VISION TELLS YOU WHERE TO GO, WHILE A STRATEGY TELLS YOU HOW TO GET THERE...

...and since we didn't have one,
we just created a new one!!!

Life Cycle of the MDBC

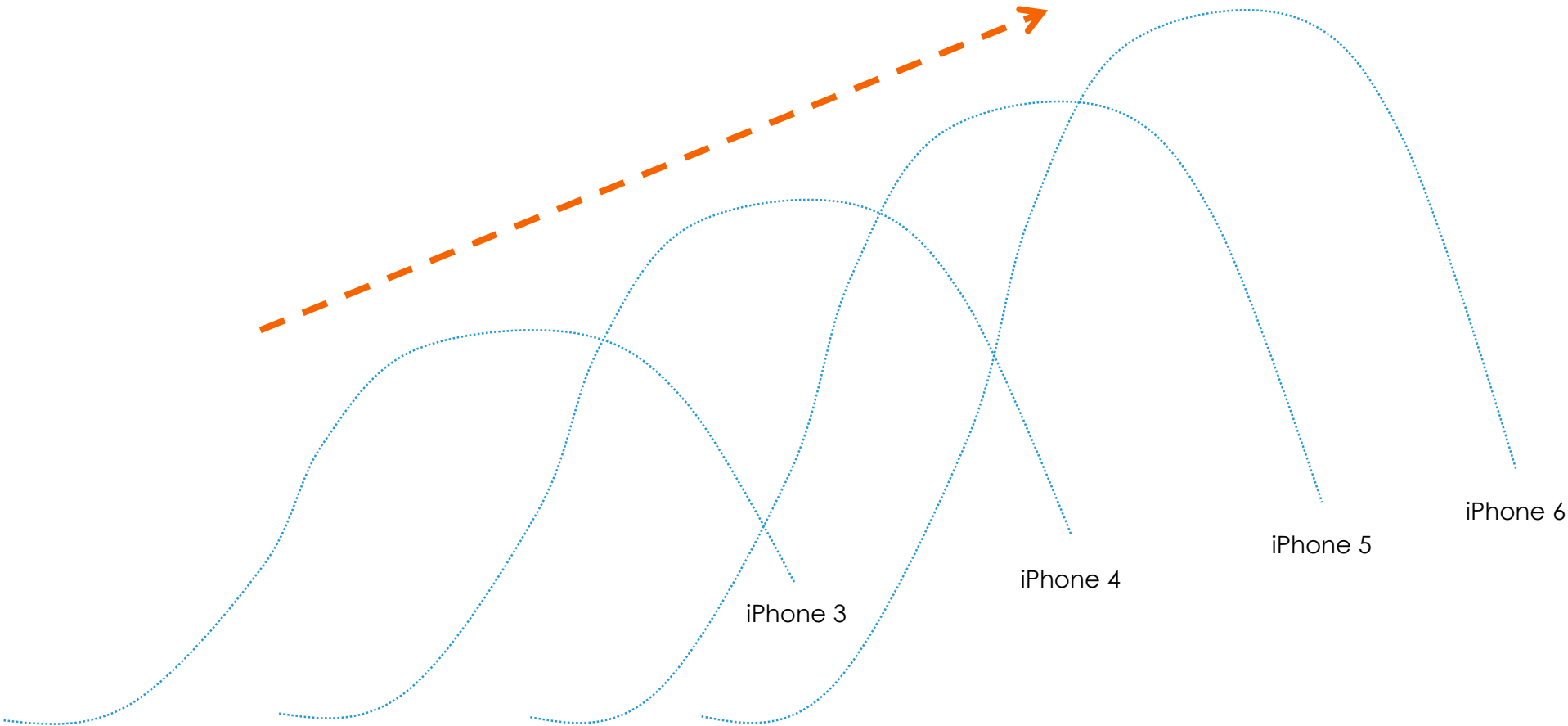
From infant stage, to full maturity, stabilisation and decline



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Life Cycle of the MDBC

From infant stage, to full maturity, stabilisation and decline



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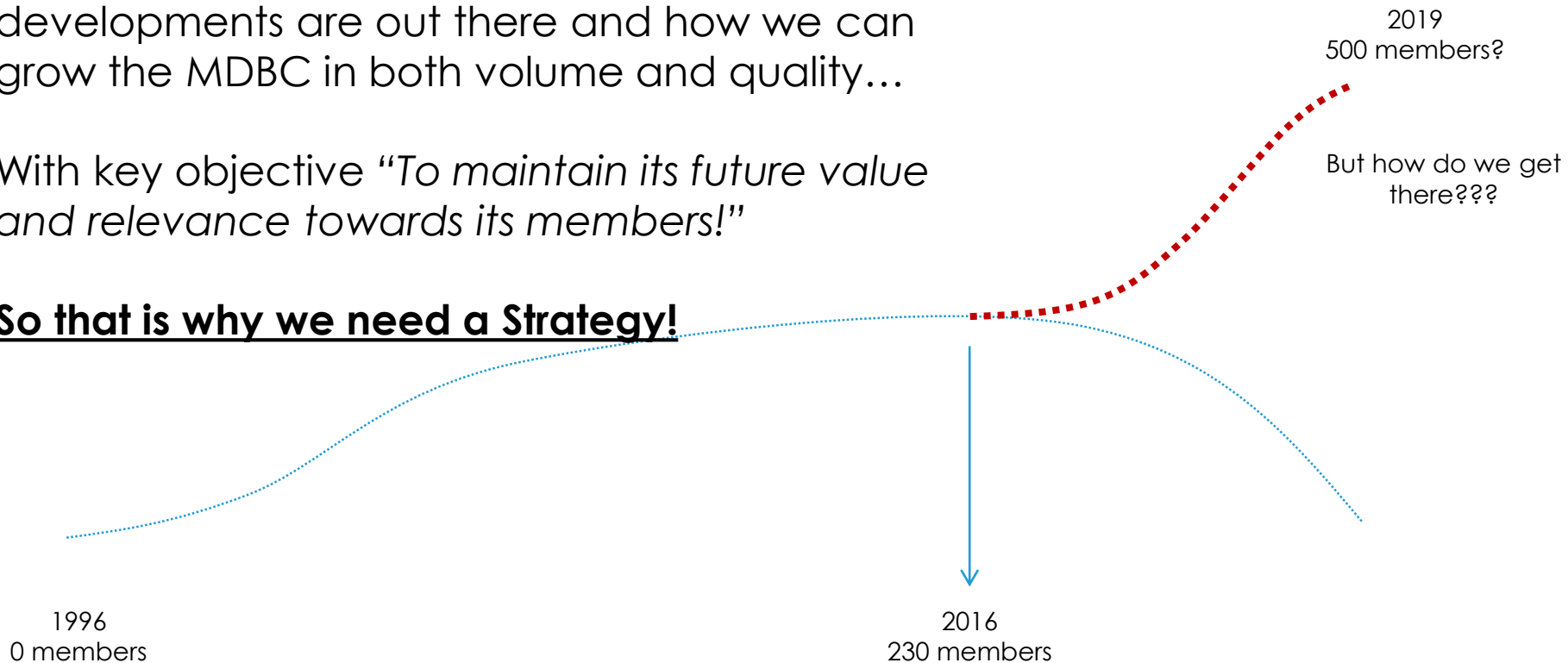
Life Cycle of the MDBC

We are not growing, not in volume and not in quality

As Board of Directors, we intent to support the MDBC in reinventing itself, critically assess its current value proposition, understand what new developments are out there and how we can grow the MDBC in both volume and quality...

With key objective *"To maintain its future value and relevance towards its members!"*

So that is why we need a Strategy!



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TRENDS AND DEVELOPMENTS

What are the major trends with high impact implications for MDBC?

TRENDS AND DEVELOPMENTS

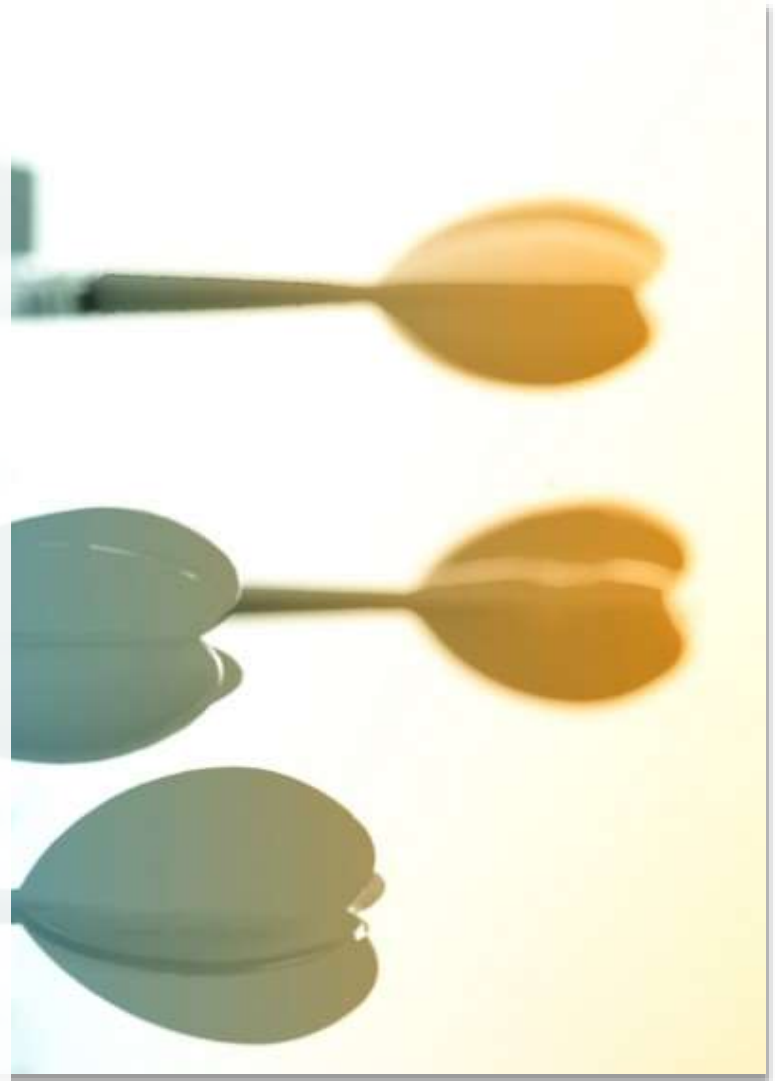
POLITICAL

- Increasing uncertainty on impact of political instability on business environment
- Bi-lateral (MY-NL) ties have become much stronger
- Growing ASEAN influence
- Stronger focus on TPP, ASEAN and China versus EU

TRENDS AND DEVELOPMENTS

ECONOMICAL

- Increasing potential in bi-lateral trade and investment between Malaysia and Netherlands
- Slowing world economy
- Slowly recovering Dutch economy and simultaneous increase in mobility of Malaysian economy
- Low oil price and weaker Ringgit
- Implementation of GST and minimum wage
- Mismatch and uncertainty in labour market; imbalance between required skill set and available talents



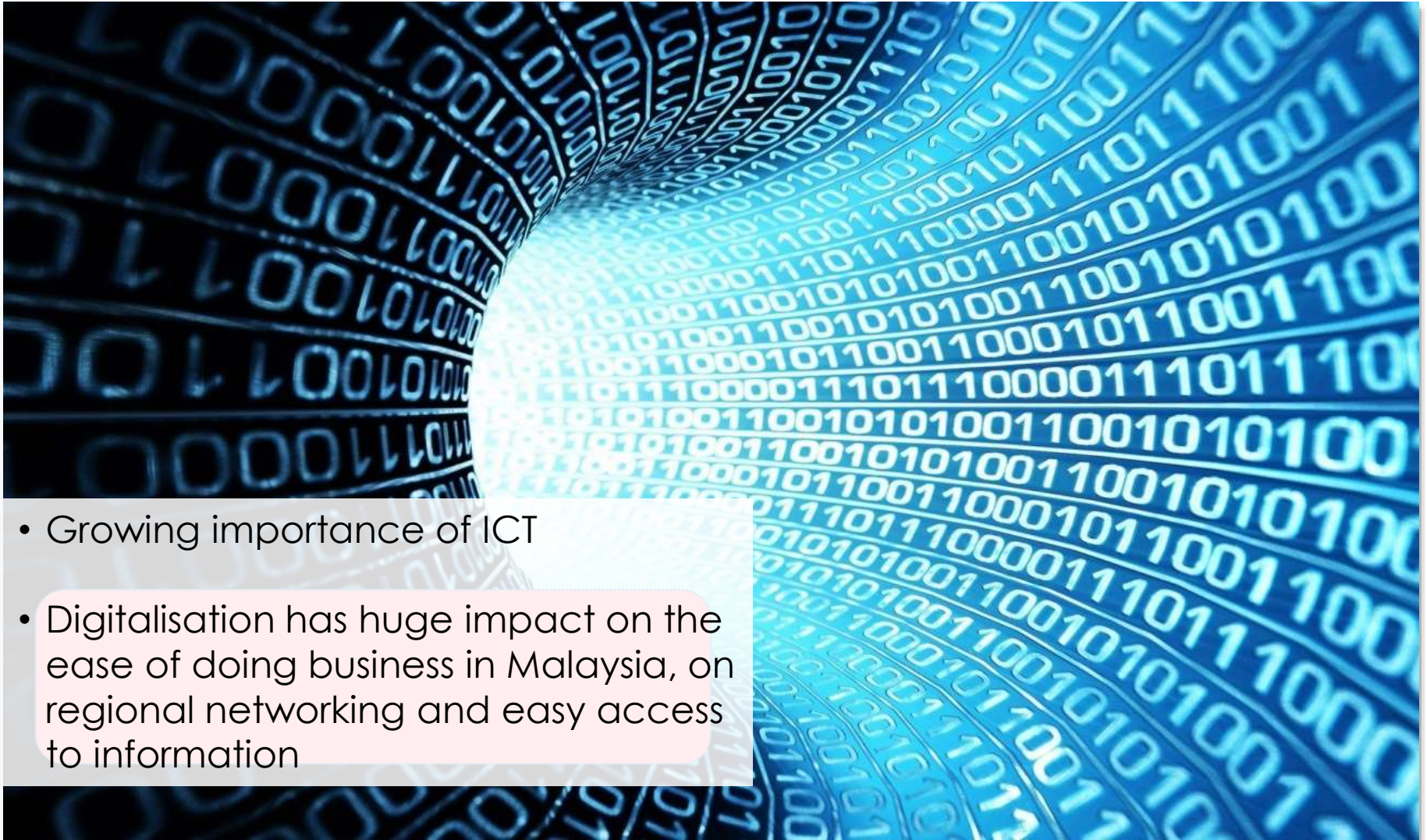
TRENDS AND DEVELOPMENTS

SOCIAL / COMMUNITY



- Who you know is more important than what you know
- Increasing loss of Dutch identity in Dutch companies due to organisational internationalisation
- Growing collaboration between NL Embassy & MDBC

TRENDS AND DEVELOPMENTS TECHNOLOGICAL



- Growing importance of ICT
- Digitalisation has huge impact on the ease of doing business in Malaysia, on regional networking and easy access to information

Outcome Membership Survey

Overall performance: 7.8 / Net Promotor Score: 8.3



What's
Good

- Customer Service
- Communication via email
- Number and variety of events
- Student Intern Program
- Paper Magazine & Directory
- Contacts & Networking Events
- Collaboration with other Chambers

Pointers for
improvements,
'requests'

- **Events are sometimes superficial and can have more depth, focus and substance, higher quality, be more inspirational and more impactful**
- **Membership interest seems to deteriorate after 3.5 years**
- **More innovative support services for members (by members) and broader value proposition to attract & maintain interest in different stages of membership life cycle**
- **Some members are keen to present themselves (e.g booth, company presentation) to other members during events**
- **Business Development functionality can be further developed**
- More information on market, economic and political developments
- More sector/industry specific events / networking opportunities
- Integrated communication strategy is missing, website functionality is poor, need for more interaction / communication between members
- Digital editions of Magazine & Directory, without losing the paper version
- More personal contact expected from MDBC
- Turn MDBC into an advocacy channel on Govt policies and their implementations.



VISION MDBC

VISION MDBC

HIGHER GOAL: WHY DO WE EXIST?



We support our (potential) members
to be more successful on their
Malaysian / Dutch business journey

VISION MDBC

CORE VALUES: WHAT DO WE STAND FOR?

CORE VALUES

Entrepreneurial
Independent
Accessible
Responsible
Service Minded

VISION MDBC


CORE QUALITIES: WHAT DO WE EXCEL AT?




To connect people, businesses,
(non) governmental organisations
- providing unique services –
in a relevant networking environment

VISION MDBC

AUDACIOUS GOAL: WHERE ARE WE GOING TO?



To become the full fledged service provider for all members & businesses with Malaysian Dutch linkages

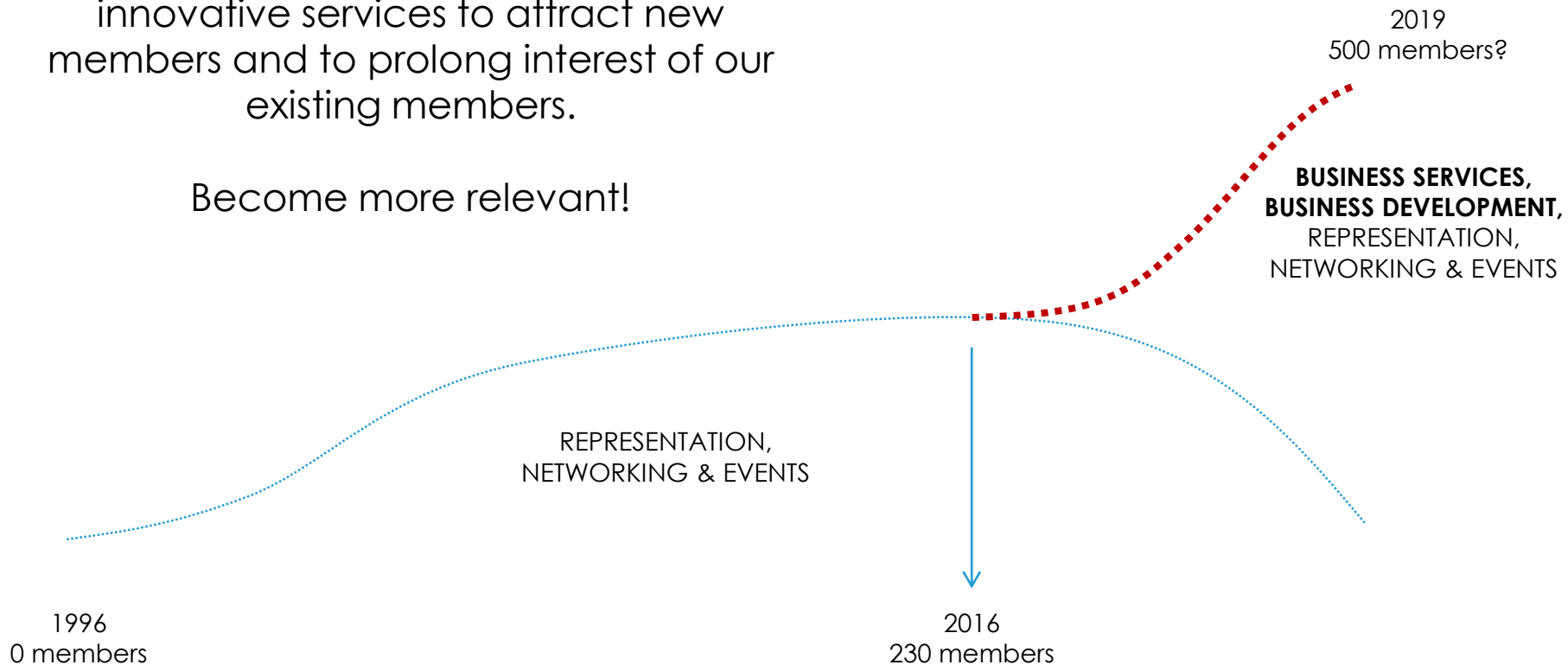


Life Cycle of the MDBC

How do we get to the next phase, becoming a full fledged service platform?

Keep what is good, and develop new innovative services to attract new members and to prolong interest of our existing members.

Become more relevant!



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STRATEGY MDBC

STRATEGY MDBC

THE PROPOSED STRATEGY MAP OF MDBC



FINANCE

Stable Reserve Base

Revenue Growth & Diversification

Transparent & Compliant Finance



MEMBERS

Delivery of Valuable Services

Reliable Partner & Network

Great Member Experience



PARTNERS

Partner of Choice

Reliable Partner

Responsive Partnership

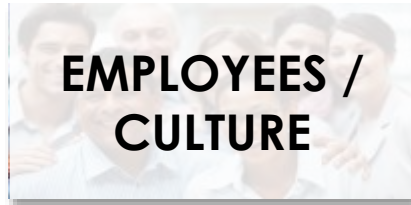


PROCESSES

Reduce Dependency on Key Staff

Rigorous Monthly Accounting Procedure

Well Structured & Organized Processes



EMPLOYEES / CULTURE

Inspiring Environment

Team Work & Cultural Awareness

Training for Continuous Improvement

MDBC Value Proposition

How can MDBC add more value to/for our (potential new) members?

1. BUSINESS SERVICES

A. Informational:

- General info and Doing Business in Malaysia
- General info and Doing Business in The Netherlands
- Relevant Government Information
- Economic & Political Developments
- ASEAN
- EU
- News updates
- Interactive Members Chat Room

B. Human Resources & Immigration:

- Student Internship Program
- (Trailing) Spouse Program
- Pre-Arrival Services for Newcomers
- Cultural Induction
- Visa Services / ESD / APEC Card
- TalentCorp Residence-Pass Talent endorsement
- Education & Training

1. BUSINESS SERVICES

C. Operational support (via member-referrals):

- Company Secretariat
- Audit, Tax & Legal Services
- Housing & Real Estate (Private & Corporate)
- Internet & Telecom Services
- Banking Services (Private & Corporate)
- Telecommunications & Internet
- Recruitment Services
- Translation Services
- Car Rental / Leasing

D. Business Development:

- Market Research & Knowledge Sharing
- Business Development
- Match Making

MDBC Value Proposition

How can MDBC add more value to/for our (potential new) members?

2. REPRESENTATION

- Represent the Dutch business community in Malaysia
- Represent the Malaysian business community in The Netherlands
- Commercial partnerships with Malaysian government
- Commercial partnerships with Dutch government
- Representation at Exhibitions
- Represent MDBC at national and international business events

3. NETWORKING

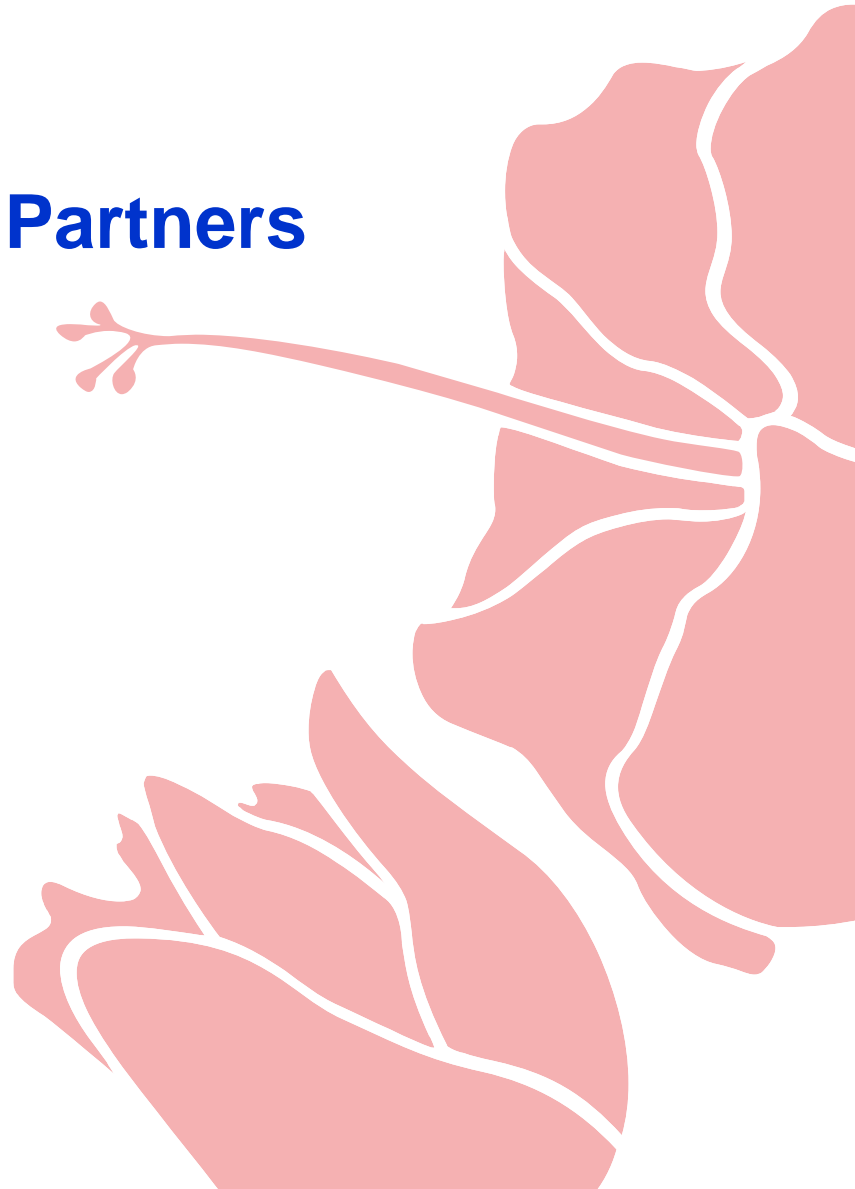
- MDBC Networking Events
- Non-MDBC Networking Events
- Members-4-Members
- Ted Talks
- Corporate Social Responsibility (CSR) activities
- CEO Round Table
- Link with other Dutch Business Chambers in ASEAN
- Link with EUMCCI and other Business Chambers
- Support Study tours of Dutch university groups
- Organise company visits
- Support Fact finding missions
- MDBC Alumni Network

PHOTO GALLERY AT A GLANCE



2016 Preview/Update

- 1. Accounts**
- 2. Memberships / Premium Partners**
- 3. Activities**
- 4. Special projects**



2016 Preview

1. Accounts:

- **Budget with a small loss (RM15K) at RM960,000 (revenues and expenses both +22%)**
- **Changes from 2015 > 2016:**
 - **Business Directory in 2016**
 - **MSA16, 20th Anniversary**
 - **Some items affected by GST**
 - **Investment in Strategy, Value Proposition**
 - **Team expansion, HR cost increasing**

2016 Preview

1. Accounts:

- **In line with the new Strategy, to develop:**
 - **Growth of existing revenues (for 2016: membership, PP & Advertising);**
 - **Consider new revenue streams (to be explained in a moment)**



2016 Preview

2. Memberships:

- Membership drive late 2015 has brought results, first for Directory inclusion and still up to today.
- Currently > 240 and growing towards 250 !!
- The larger Membership Survey to be done again in Q4.

NEW MEMBERS

WARM WELCOME

As always, we constantly expect to include new and interesting partners as part of our international community of business professionals, allowing our members to find more opportunities for success. To that end, we would like to extend a very warm welcome to the MDBC Community for the following new members:

 <p>APM APM AUTO PARTS MARKETING</p>	<p>BUSINESS ACTIVITY APM is an international automotive manufacturer and is proud to make a bigger splash in the region with our first full scale sales and marketing operation in the region. We have the experience to design, manufacture and assemble all our products. We have the resources to design, manufacture and assemble all our products. We have the resources to design, manufacture and assemble all our products.</p>	<p>COMPANY REPRESENTATIVE David Howard David Howard David Howard</p> <p>CONTACTS Tel: +603-8101 8888 Fax: +603-8101 8888 Email: david.howard@apm.com.my</p>
 <p>APM TIMBER</p>	<p>BUSINESS ACTIVITY APM Timber's first business in the region of natural timber, timber and wood products for the Asian market. We have the experience to design, manufacture and assemble all our products. We have the resources to design, manufacture and assemble all our products.</p>	<p>COMPANY REPRESENTATIVE Wahid Saad Wahid Saad Wahid Saad</p> <p>CONTACTS Tel: +603-2247 4734-14 Email: info@apmtimber.com.my</p>
 <p>ASA SCHOOL OF BUSINESS</p>	<p>BUSINESS ACTIVITY ASA School of Business is a leading provider of business education and training. We have the experience to design, manufacture and assemble all our products. We have the resources to design, manufacture and assemble all our products.</p>	<p>COMPANY REPRESENTATIVE Wahid Saad Wahid Saad Wahid Saad</p> <p>CONTACTS Tel: +603-2247 4734-14 Email: info@asa.edu.my</p>
 <p>L'TRANS & TOURS L'INSIDIA</p>	<p>BUSINESS ACTIVITY L'TRANS & TOURS is a full service transport and travel agency operating in Malaysia since 2002. We have the experience to design, manufacture and assemble all our products. We have the resources to design, manufacture and assemble all our products.</p>	<p>COMPANY REPRESENTATIVE Wahid Saad Wahid Saad Wahid Saad</p> <p>CONTACTS Tel: +603-8101 8888 Fax: +603-8101 8888 Email: info@ltrans.com.my</p>
 <p>LUMILEDS LUMILEDS MALAYSIA SON BEED</p>	<p>BUSINESS ACTIVITY LUMILEDS is the global leader in high-brightness LED lighting. We have the experience to design, manufacture and assemble all our products. We have the resources to design, manufacture and assemble all our products.</p>	<p>COMPANY REPRESENTATIVE Wahid Saad Wahid Saad Wahid Saad</p> <p>CONTACTS Tel: +603-8101 8888 Fax: +603-8101 8888 Email: info@lumileds.com.my</p>
 <p>MAXZEE MAX ZEE SON BEED</p>	<p>BUSINESS ACTIVITY MAX ZEE is an international marine safety and security company. We have the experience to design, manufacture and assemble all our products. We have the resources to design, manufacture and assemble all our products.</p>	<p>COMPANY REPRESENTATIVE Wahid Saad Wahid Saad Wahid Saad</p> <p>CONTACTS Tel: +603-8101 8888 Fax: +603-8101 8888 Email: info@maxzee.com.my</p>

2016 Preview

2. Memberships / Premium Partners:

MDBC PREMIUM PARTNERS 2016



Besix



2016 Preview

3. Activities:

- **In line with Strategy and Value Proposition**
- **Maintaining quality and quantity + looking into some niche opportunities, by sector: to capitalize on Embassy's niche-events, often related to missions and exhibitions**



2016 Update

3. Activities:



2016 Update



2016 Update

3. Activities: MDBC CONNECTS FAIR



Wednesday, 6 April
Parkroyal Kuala Lumpur



2016 Update

3. Activities - exhibitions:



2016 Update

3. Activities - Penang:



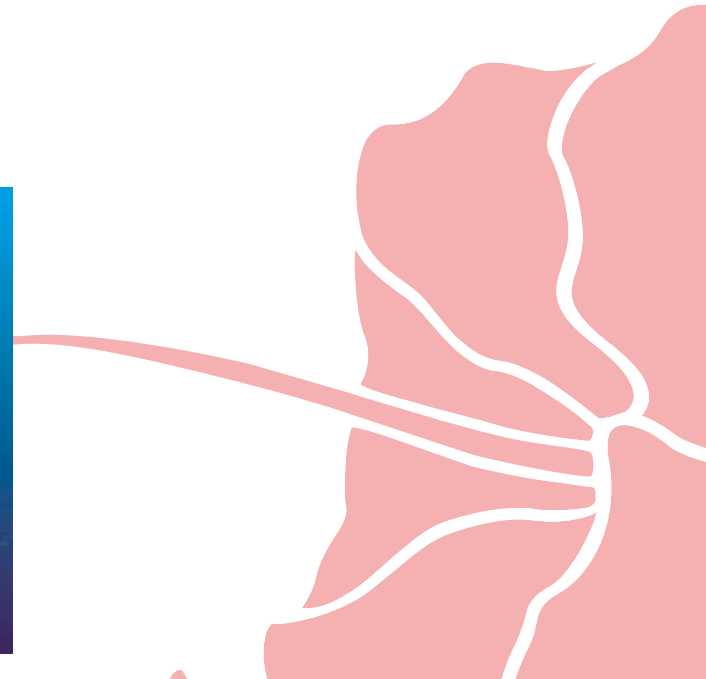
2016 Update

3. Activities - regional:



2016 Update

3. Activities - in NL:



2016 Preview

3. New Activities: Strategy/Value Proposition/New Revenue streams

- **MDBC Spouses Program:** HR-program, with the intention to link trailing spouses with our membership community



MDBC
Malaysian Dutch Business Council

The MDBC Spouse Program:
Bringing together potential employers and professional expat spouses

Increase your opportunities for professional and personal development while living in Malaysia, [join the MDBC Spouse Program.](#)

Sign up!

For more information about the program or to join, please contact us at info@mdbc.com.my, otherwise, please visit us at www.mdbc.com.my/services/spouse-program and fill in the Spouse Program Membership Form

MDBC Spouse Program Membership

- * All the regular benefits of an MDBC Individual Membership inclusive of access to MDBC and EUMCCI events;
- * Inclusion of your resume in a dedicated Spouse Program monthly e-mail to MDBC member companies;
- * 1 Hour free one - one consultation with an MDBC staff member;
- * Dedicated events for the Professional Spouse members - on how to start your job search in Malaysia, sharing experiences, immigration matters, and learning about cultural differences (twice a year).

Malaysian Dutch Business Council
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2016 Preview

3. New Activities: Strategy/Value Proposition/New Revenue streams

- **MDBC Spouses Program**
- **“MDBC Education”:**
In-depth, paid (but value-for-money!) workshops in cooperation with our members, to utilize the expertise within our membership community and to provide more practical and complete assistance to our members.



2016 Preview

3. New Activities: Strategy/Value Proposition/New Revenue streams

- **MDBC Spouses Program**
- **“MDBC Education”**
- **Visa Services:**
On top of MDBC’s vast experience in applying for student work visas, to now also support our members with (for example):
 - **ESD application and registration**
 - **Visa collection**
 - **APEC card application**



2016 Preview:

4. Publications & Publicity



2016 Preview:

4. Publications & Publicity

A READER'S DIGEST



The Kingdom of the Netherlands is known for its cheese, windmills, tulips, and wooden clogs. Dig a little deeper though, and you will find that it has an abundance of Masters of Art, cutting edge technology, and a deep and rich history of trade and exploration.

The United Fruit Trade Company (UFTC) and the Dutch government, through the Dutch government, asked UFTC to help develop the Dutch East Indies.

When the United Fruit Trade Company (UFTC) was established in 1900, it was the first Dutch company to be established in the East Indies, including the ability to raise and export rubber, and to export other goods to other countries.

Over time, the UFTC evolved into the United Fruit Trade Company (UFTC) and the Dutch government, through the Dutch government, asked UFTC to help develop the Dutch East Indies.



THE NETHERLANDS
- Leaders in Innovation and Technology Development

Despite its small size and population, innovation has been a part of the DNA of The Netherlands for a long time. There is a significant history of innovation spanning all sectors and industries. Dutch technological know-how and products are much sought after and are exported worldwide.

The Netherlands continues its tradition of creativity, pragmatism, entrepreneurship, openness, and collaboration. In the Netherlands, the perfect place to find solutions to the challenges society is facing today in the areas of health and welfare, security, sustainable energy, mobility, and climate solutions that, due to the complexity of the challenges, are primarily generated through cross-over in technology and collaboration.

Today, the Dutch government continues to encourage innovation through tax benefits, innovation credits, and grants. The government, private sector, universities, and research centres all work together to make the Dutch landscape stronger.

Dutch companies and knowledge institutes in the high-tech sector are renowned for their technological excellence.

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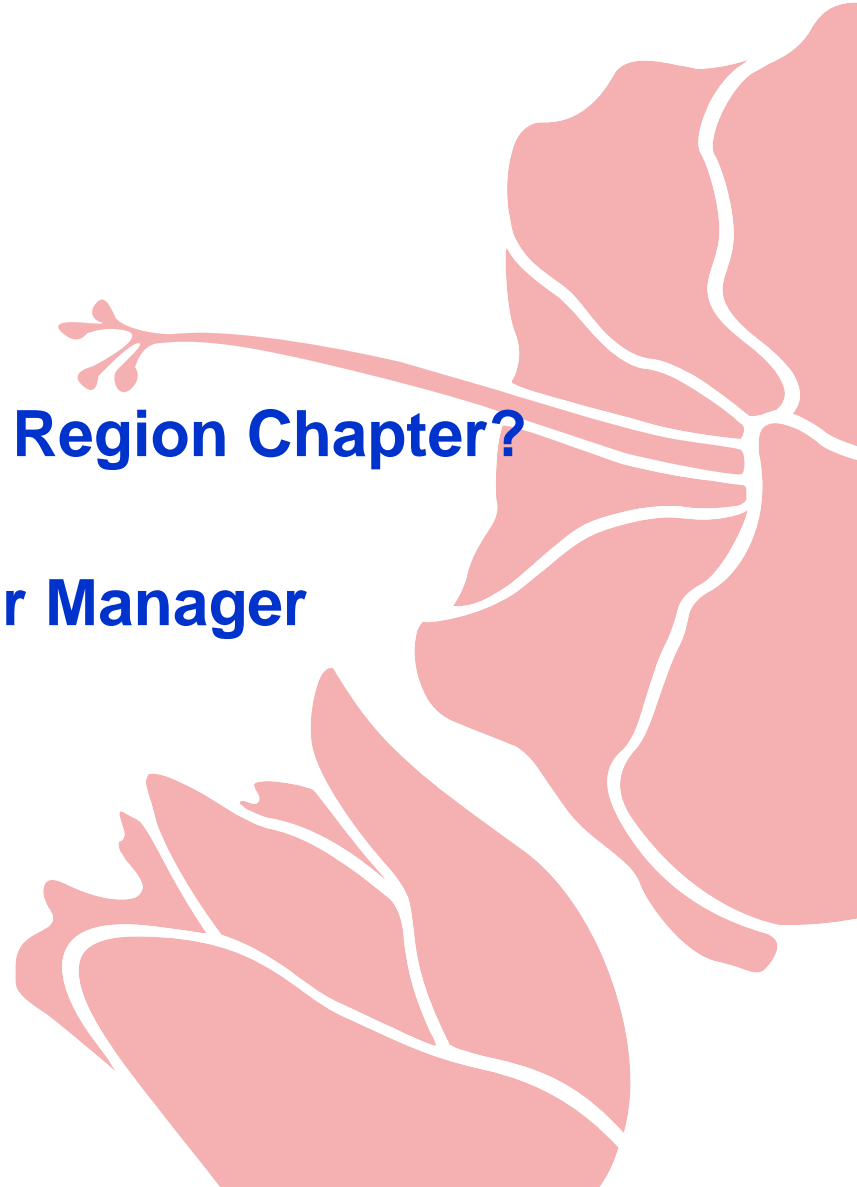
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2016 Preview

4. Noteworthy:

- **EUMCCI**
- **MDBC Johor / Southern Region Chapter?**
- **Events & Membership Sr Manager**



2017 Preview

4. Announcement:

- **The Board is advising on a Membership Fee increase from 2017 onwards, a possible increase of 15% (excl GST) for Gold, Silver and Orange corporate memberships:**
 - **Enormous increase of membership value!**



2017 Preview

4. Announcement:

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 - **Enormous increase of membership value!**
 - **Further investment in MDBC's Strategy**

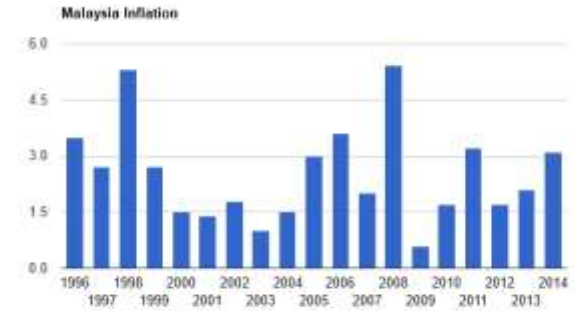
2017 Preview

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- **The Board is advising on a Membership Fee increase from 2017 onwards, a possible increase of 15% (excl GST) for Gold, Silver and Orange corporate memberships:**
 - **Enormous increase of membership value!**
 - **Further investment in MDBC's Strategy**
 - **Never any Membership Fee increase since 1996!! (20 years)**
 - Budget 1997: RM110,000**
 - Budget 2003: RM206,000**
 - Budget 2016: RM960,000**

2017 Preview

4. Announcement:



Source: TheGlobalEconomy.com, The World Bank

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 - **Enormous increase of membership value!**
 - **Further investment in MDBC's Strategy**
 - **No increase in 20 years!**
 - **Not even inflation correction (RM1500 in 1996 ~ RM2700 in 2016 !! + 75%)**

2017 Preview

4. Announcement:

- **The Board is advising on a Membership Fee increase from 2017 onwards, a possible increase of 15% (excl GST) for Gold, Silver and Orange corporate memberships:**
 - **Enormous increase of membership value!**
 - **Further investment in MDBC's Strategy**
 - **No increase in 20 years!**
 - **Not even inflation correction**
 - **While basic costs for MDBC have doubled since 2004...**

2016 Preview:

4. Special Event – 20th Anniversary:



**ORANGE
FACTORY**



M D B C

Malaysian Dutch Business Council



***This concludes
Annual General Meeting
Financial Year 2015
Thank you for your attendance!***

23 June 2016

PARKROYAL Kuala Lumpur