



Annual General Meeting Financial Year 2017

28 June 2018
DORSETT Kuala Lumpur

2017 Recap

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



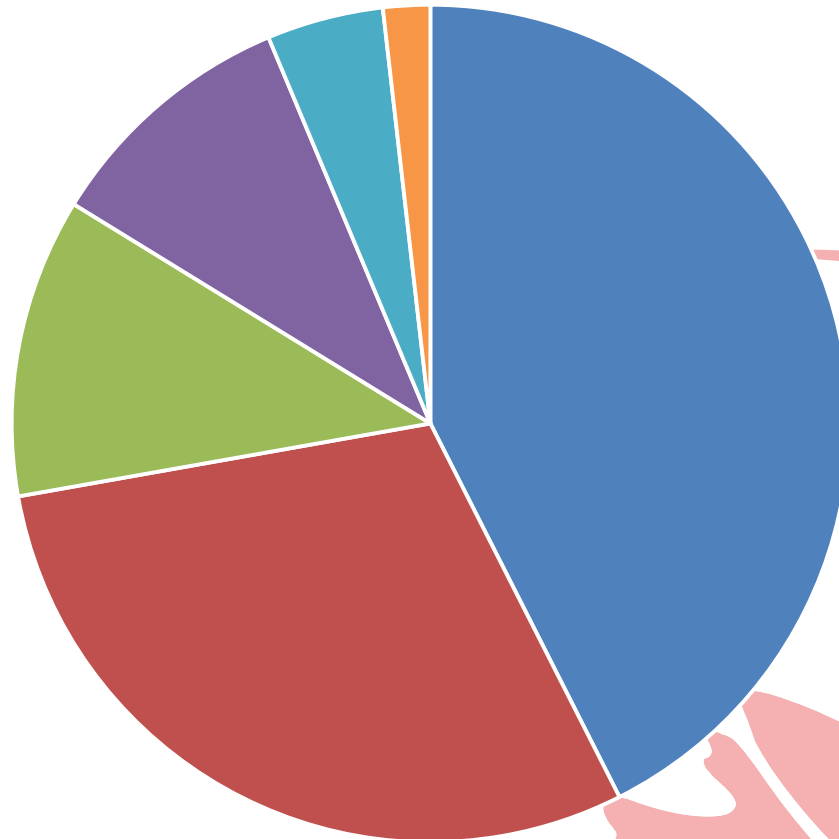
2017 Recap

1. Accounts:

- **First time Income > RM1 million**
- **Revenue – Expenses: +RM78,649**
(+: Membership, EU Project, MISA,
while expenses remained equal)
- **Accumulated excess: RM613,864,**
out of which:
Cash & cash equivalents: RM489,265,
which = reserves for 5 - 6 months full
operational expenses

2017 Recap

1. Accounts: Revenues



■ Membership fees

■ Advertisement & Premium Partners

■ Functions & Exhibitions

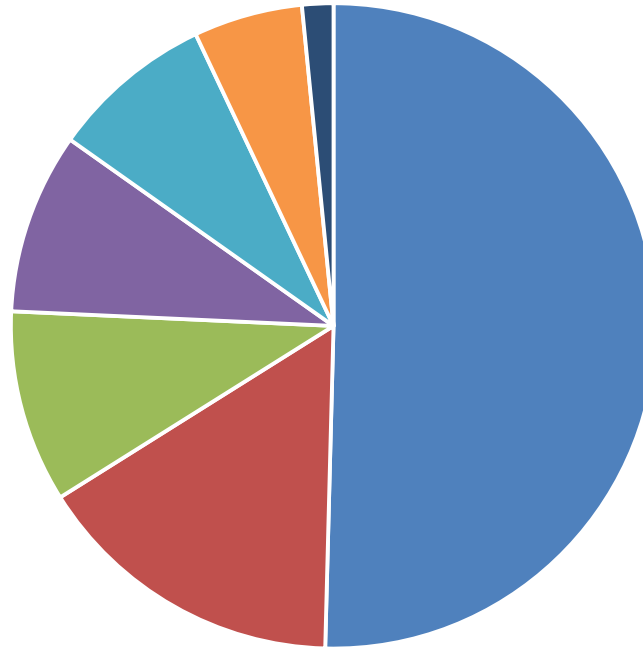
■ Student Internship Programme (SIP)

■ Special event MISA

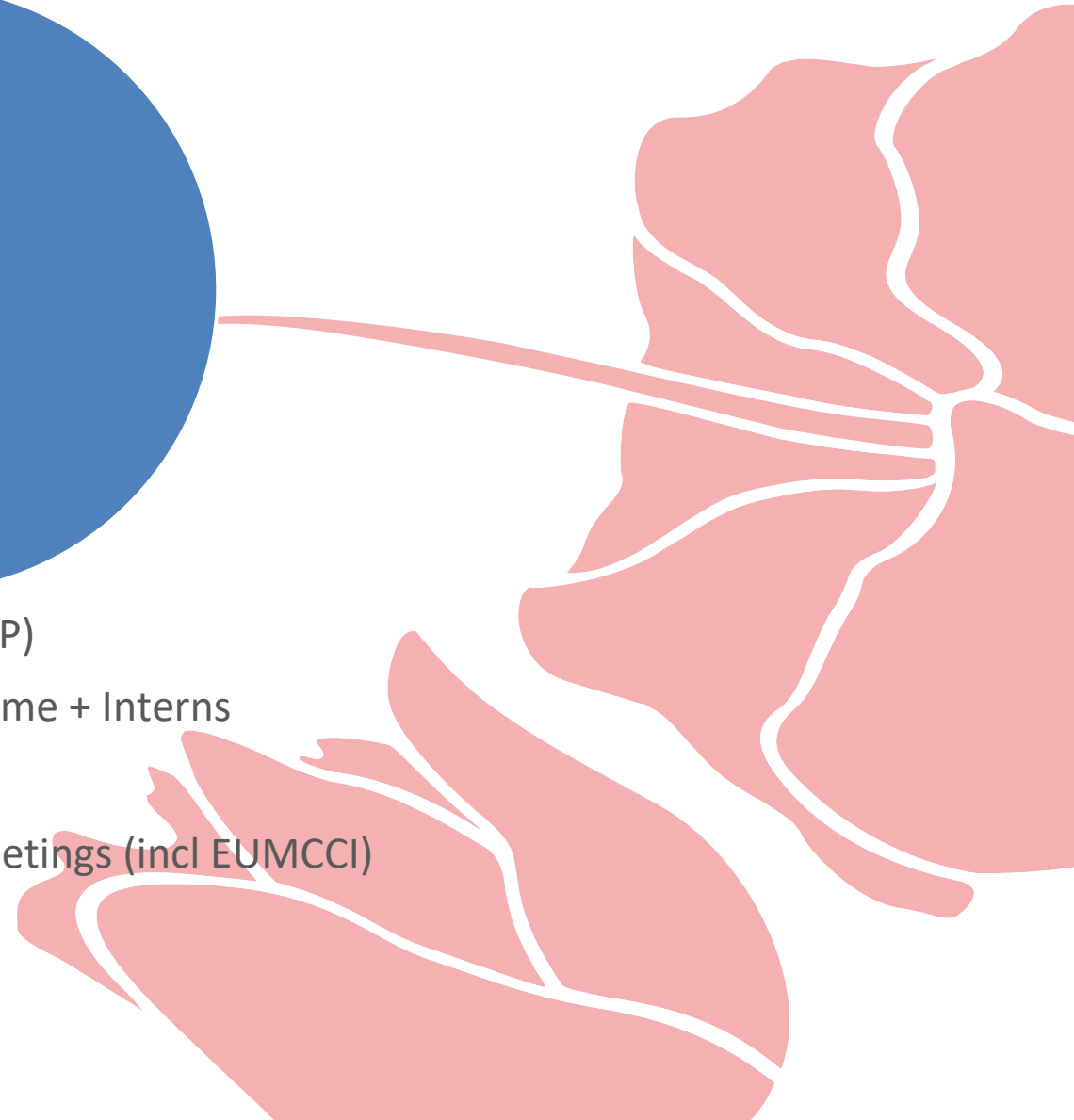
■ EU Project

2017 Recap

1. Accounts: Expenditures



- Human Resources (minus SIP)
- Student Internship Programme + Interns
- Office & Operations
- Functions, Exhibitions & Meetings (incl EUMCCI)
- Special Event MISA
- Publications
- Chapter activities



2017 Recap

2. Memberships:

- **End of 2016: 252**
- **End of 2017: 260**
 - **Corporate: 243**
 - **Individual: 17**
- **Annual Membership survey Q4**





2017 Recap

3. Activities:

Event invitations to our members:

Organised by: / Location:	In Klang Valley	In Penang	In Johor	Total:
MDBC	15	3	2	20
MDBC as Co-organiser	11	2		13
Related organisations	6	2	1	9
Total:	32	7	3	42

- **Co-organising with: Netherlands Embassy, EUMCCI, Amcham, MABC, MGCC, KPMG, SKRINE, IRO, Pemandu, CBI.**
- **Related organisations included Netherlands Embassy, NFIA, EUMCCI, MIDA, Medini, JPA, MDEC.**
- **Also participation in ASEAN / Malaysia events in The Netherlands**

2017 Recap



2017 Recap



The Dutch is Here

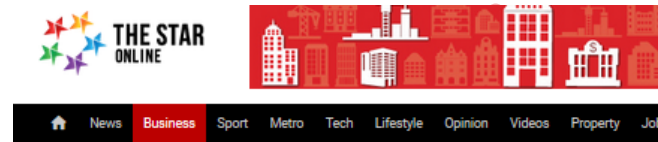


Maressa Esa May 26, 2017



Another milestone reached as Medini, Iskandar Puteri witnessed the Malaysian Dutch Business Council's (MDBC) third office opening here for its Johor Chapter recently, after Kuala Lumpur and Penang.

The Johor Chapter chamber of commerce office was officiated by the Ambassador of the Kingdom of the Netherlands, Her Excellency Karin Mösselechner, Chief



Business News

Thursday, 4 May 2017

Dutch firms told to explore opportunities in Malaysia

BY NELSON BENJAMIN



ISKANDAR PUTERI: With investments by Dutch companies hitting RM48.2bil so far, more investors from the Netherlands are encouraged to explore opportunities in this country.

The Netherlands ambassador Karin Mösselechner said fields that could be explored include engineering, finance, digital economy and smart city.

Other areas include logistics, ICT, engineering, oil and gas, maritime, manufacturing and education.

"Presently, there are more than 200 Dutch companies operating in Malaysia.

"Last year alone, there were investments totalling RM3.2bil into Malaysia," she said at the launch of the Malaysian Dutch Business Council (MDBC) Johor Chapter in Medini 6.

She added that presently, 48 Malaysian companies have regional offices in the Netherlands including in the fields of commodities, automotive, electrical and electronics and information technology.



2017 Recap



2017 Recap

Special event:

6th MDBC Innovation & Sustainability Awards 2017



2017 Recap

3. Activities - in NL:



2017 Recap

3. Activities - in NL:



2017 Recap

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 Education 360”**
 - In-depth, paid (but value-for-money!) workshops
- **Visa Services:**
 - student work visa's
 - ESD application and registration
 - Visa collection



2017 Recap

4. Publications

MDBCONNECTS OUTLOOK 2017
MAKERS & DRIVERS OF BUSINESS & COMMERCE YEAR IN REVIEW
EU / ASEAN UPDATE

THE NETHERLANDS REMAINS A LEADING SOURCE OF FOREIGN INVESTMENTS INTO MALAYSIA ISSUE: 1ST EDITION 2017

INVESTING IN MALAYSIA & THE NETHERLANDS



MDBCONNECTS ASIAN CHAPTER
MAKERS & DRIVERS OF BUSINESS & COMMERCE ASIAN JOINTLY OWNED MEMBERS

CONNECTING IN KL, JOHOR, PENANG AND THE NETHERLANDS ISSUE: 2ND EDITION 2017

MDBCONNECTS SDG CHAPTER
MAKERS & DRIVERS OF BUSINESS & COMMERCE KL SUSTAINABILITY HUMAN CAPITAL

KL IN A TOP LOCATION ISSUE: 2ND EDITION 2017

MDBCONNECTS MISA 2017
MAKERS & DRIVERS OF BUSINESS & COMMERCE 2018 BUDGET YEAR IN REVIEW

MDBC - GROWTH, EVOLUTION, INNOVATION ISSUE: 4TH EDITION 2017



2017 Recap

4. Office & Operations The Board of Directors & Embassy cooperation



2017 Recap

4. Office & Operations:

The Executive Team: full house for a moment in December with full time, part-time, temp and interns.





**That was 2017. Any questions
before we continue with 2018?**

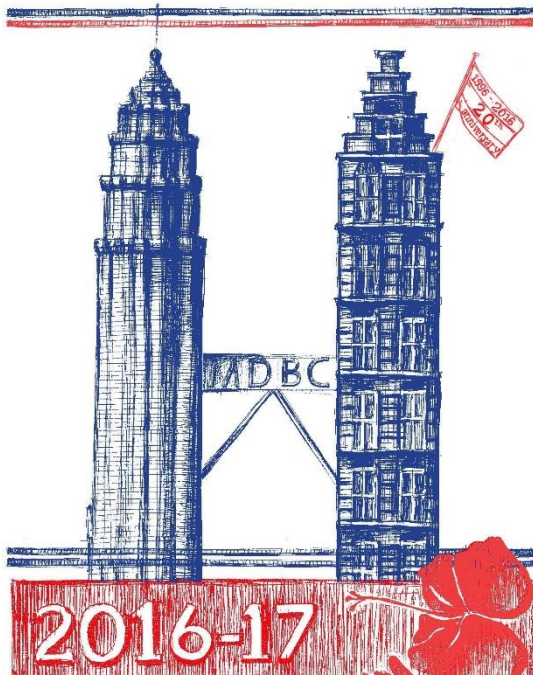
**28 June 2018
DORSETT Kuala Lumpur**

M D B C

Malaysian Dutch Business Council



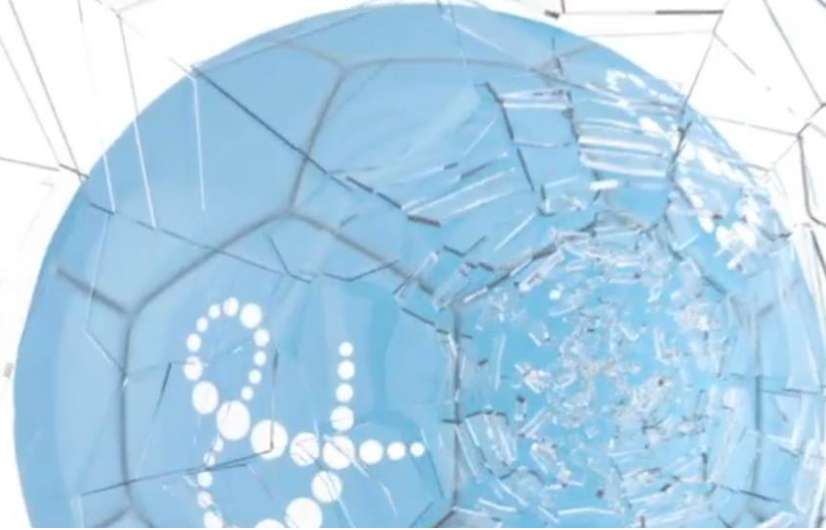
AGM over FY 2017: 2018 and 2019-21 Looking ahead



28 June 2018

DORESETT 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



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?

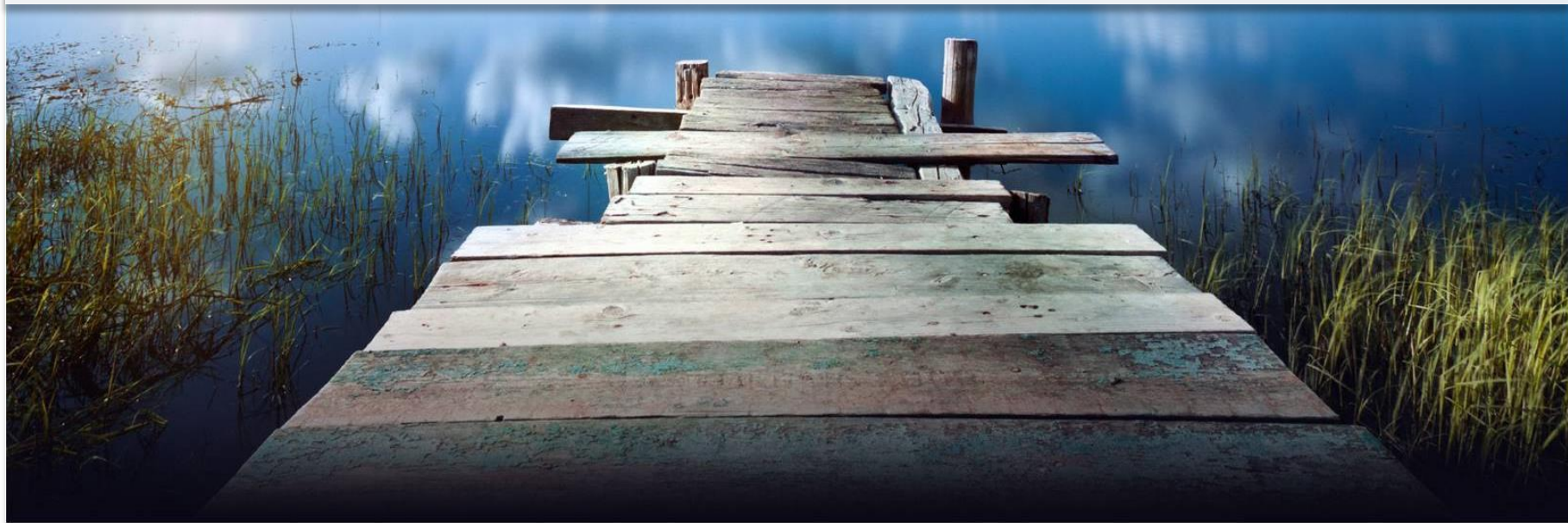


VISION MDBC

AUDACIOUS GOAL: WHERE ARE WE GOING TO?



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



Vision MDBC

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

To be Entrepreneurial,
Independent,
Accessible, Responsible
&
Service Minded.



To become the full fledged service provider for all members & businesses with Malaysian Dutch linkages by 31 Dec 2018.

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

Core qualities (What do we
To connect people, businesses,
(non) governmental
organisation in providing
unique services in a relevant
networking environment

Higher goal
(Why do we exist?)

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

Audacious goal
(Where are we going to)

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

Core Values (What do we stand
for?)

Entrepreneurial, Independent,
Accessible, Responsible,
Service Minded

A. FINANCE

Foster and show
case
Compliance &
Integrity to our
members on
everything we do
(be an example
to others)

Transparent &
Compliant
Finance

Stable Reserve
Base

B. MEMBERSHIP

Transform MDBC's
current value
proposition from
a networking and
information
providing
organization into
a full fledged
service platform

Delivery of
Valuable
Services

New
Membership

Great Member
Experience

High quality
events

C. STAKEHOLDERS

Create
continuous value
to all
stakeholders

BoD

Partner
Agencies

Premium
Partners &
Advertisers

D. PROCESSES & HR

Processes: Foster
and show case
Compliance &
Integrity to our
members on
everything we do
(Be an example
to others)

HR: Continuously
create
opportunities to
Learn, Grow

Reduce depen-
dency on Key
Staff

Well structured
& organized
processes

HR Processes

Inspiring
Environment &
Team Work

E. COMMUNICATION

To create a
favorable view of
the organiza-tion
as the one stop
center for
businesses with
Malaysian & Dutch
links; providing
access to all
services / products
provided by
MDBC, enabling
them to

Publish Business
Directory

External
Communicatio

Internal
Communicatio

Other
communi-
cation tasks

F. HR SERVICES/SIP

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

Create Value

Visa Approval

Events

Set up of a
MDBC
Placement/Rec
ruitment Office

G. PENANG

Develop Penang
Network

Establish MDBC
Penang as a
leading
regional
Chamber

High Quality
Events

G. JOHOR

Develop Johor
Network

Establish MDBC
Johor as a
leading
regional
Chamber

High Quality
Events

Higher goal (why do we exist?)

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

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

Core qualities (what do we excel at?)

Audacious goal (where are we going to?)

To be the best business chamber in the world*
Providing lasting value to our members

Entrepreneurial, Independent, Accessible, Responsible, Service Minded

Core Values (what do we stand for?)

* 90% of members:

1. is satisfied with the variety and completeness of business services at MDBC
 2. is satisfied with MDBC's role in **representing** their company to relevant stakeholders
 3. is satisfied with the **networking** opportunities provided by MDBC
 4. would **recommend** MDBC to potential members
 5. is satisfied with the **return on investment** of their membership
- * Ideally a ranking would be used to compare different business chambers. As there is no international ranking, our goal is to proclaim to be the best business chamber in the world based on these indicators

STAKEHOLDERS (who do we serve?)

Strengthen the stakeholder base

Increase stakeholder engagement & satisfaction

SERVICES (what do we offer?)

Elevate awareness of MDBC services

Strengthen the value proposition

Organise high quality events

Create business development opportunities/exposure for

INTERNAL PROCESSES (how do we do it?)

Building a high performing team

Create well structured & organised processes

FINANCE (how do we ensure a healthy financial basis?)

Maintain financial sustainability

Ensure economic advantageous procurement

2018



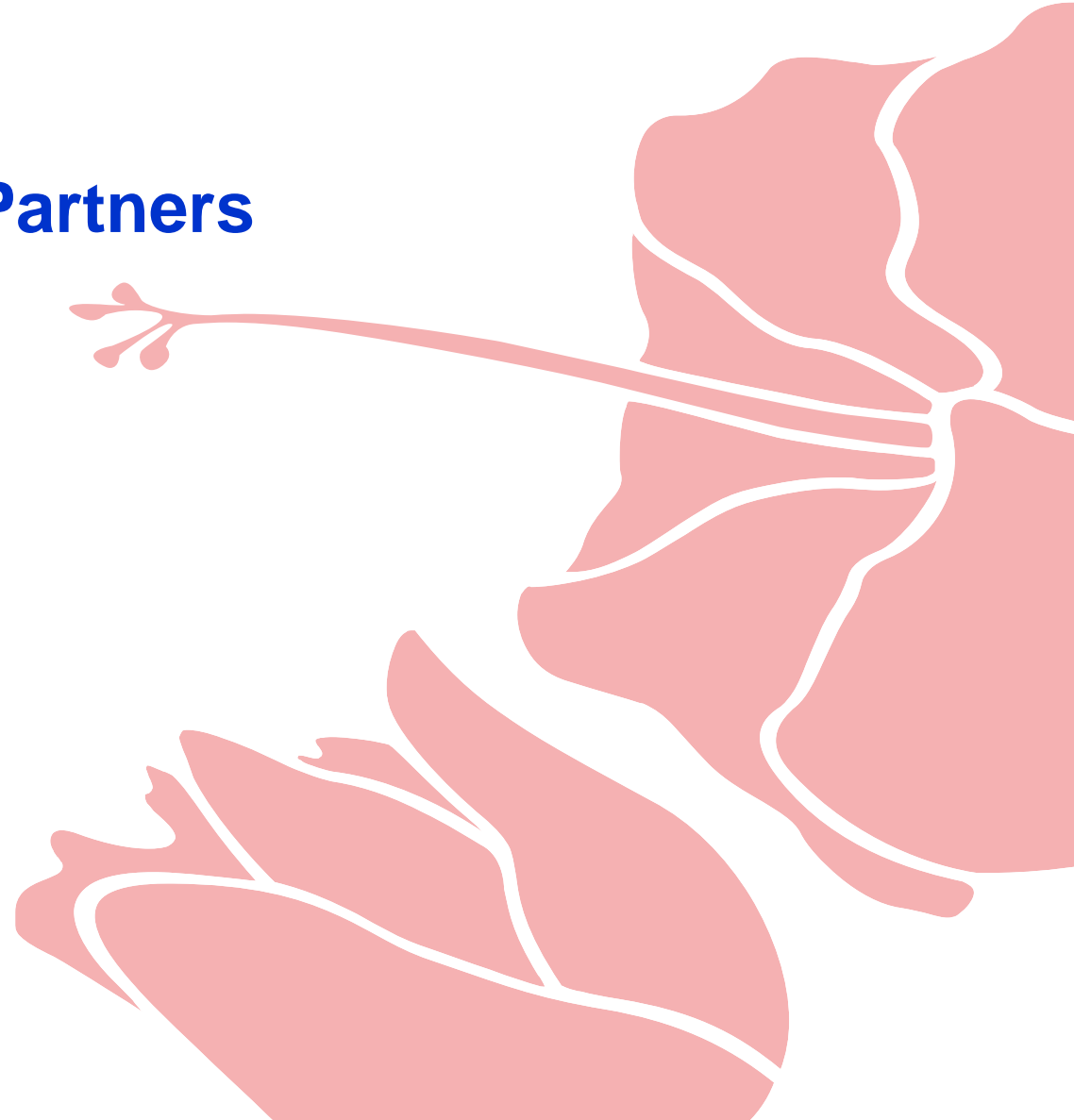
APAC 2018
International
Chambers of
Commerce
Awards &
Conference

Malaysian Dutch Business Council
**MEMBERSHIP
ENGAGEMENT PROGRAM
OF THE YEAR 2018 AWARD**



2018 Preview/Update

- 1. Accounts**
- 2. Memberships / Premium Partners**
- 3. Activities**
- 4. What else**



2018

1. Accounts:

- **Maintain Budget > RM1 million (+ 2%)**
- **Changes from 2017 > 2018:**
 - **EPF, Socso registration for local staff**
 - **Team expansion, HR cost increasing**
 - **Investment in Strategy, Value Proposition**
 - **Extra investment in CRM, social media**
 - **GST registered per 1/2/17, now back to SST**

2018

2. Memberships:

- **Maintain base of 250 members, slowly moving direction 300**
- **Expand Value Proposition for Members**
- **The larger Membership Survey to be done again in Q4.**



2018

2. Memberships:

MDBC
Malaysian Dutch Business Council

Sometimes you need the ones who have explored the unbeaten path.

MDBC knows that it is the ones who think outside the box, who have walked the unbeaten path, who will inject new energy and fresh perspectives to your corporation.

We are in the ideal position to connect career seekers with international backgrounds and the potential employers who are looking to diversify their workforce.

As winner of the APAC Membership Engagement Program of the Year Award, we know how to engage with our members. That means we leverage on the relationship with you to put you in touch with the right candidate for you.

- * Access a large talent pool of experienced professionals with an international background;
- * Opportunities for project based and flexible staff with specific expertise;
- * Enjoy hassle free match making to the best candidates for your needs.

Sign up for the MDBC Career Membership now.
If you have a permanent / temporary job or project you would like to fill, send us your job description. (www.mdbc.com.my/services/career_membership)

APAC 2018 International Chambers of Commerce Awards & Conference
Malaysian Dutch Business Council
MEMBERSHIP ENGAGEMENT PROGRAM OF THE YEAR 2018 AWARD

For more information, check us out on FB, Linked In, Twitter or at www.mdbc.com.my
Malaysian Dutch Business Council
Unit 808, 8th Floor | Wisma Lim Foo Yong | 86 Jalan Raja Chulan 50200 Kuala Lumpur
Tel: +603 2722 8335 | info@mdbc.com.my | www.mdbc.com.my

MDBC
Malaysian Dutch Business Council

Home | About Us | Events | Membership | Services | Information | Contact | MGA

BUSINESS SERVICES • REPRESENTATION • NETWORKING

Home | Services | Career Membership

Career Membership

The platform to bring together career seekers and our corporate community.

MDBC is at the heart of a network of organisations with Malaysian Dutch links. These organisations, which are active in a wide variety of sectors, often employ a diverse, multicultural workforce. Simultaneously, MDBC has a close connection with the Dutch expert community and people who quickly want to expand their business network in Malaysia.

This puts MDBC in the ideal position to connect both. The MDBC Career Membership intends to bridge the gap between potential employers or companies looking to diversify their workforce, and professionals who want to kick-start their career opportunities in Malaysia.

For more information, please contact us at:
Jolande@mdbc.com.my
Tel: +603 - 2722 8335

Sign up for the MDBC Career Membership!

For Member Companies
For Career Members

2018

2. Memberships / Premium Partners:

MDBC PREMIUM PARTNERS 2018



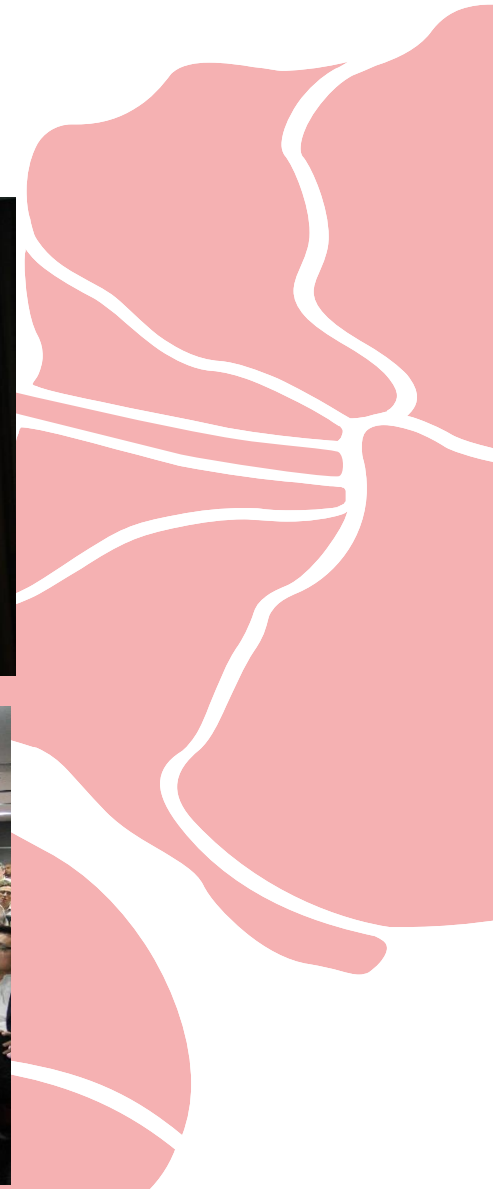
2018

3. Activities:

- **In line with Strategy and Value Proposition;
Assist members with Information and Business Development**
- **Maintaining quality and quantity +
looking into some niche opportunities, by sector:
to capitalize on Embassy's niche-events, often related to
missions and exhibitions**
- **Representation / Advocacy:**
 - * **Current issues on Doing business in Malaysia;**
 - * **Cooperation with other Chambers;**
 - * **Establishing links with new Government**

2018

3. Activities:



2018

3. Activities:



Events

VIP Guest from The Netherlands: Sigrid Kaag, Minister for Foreign Trade



Events

In Netherlands:
Iskandar Johor: Your next regional hub



In Singapore:
ASEAN Business Dialogue
Regional Dutch Chambers



2018

4. Website

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Malaysian Dutch Business Council

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BUSINESS SERVICES • REPRESENTATION • NETWORKING

Home > Information > The Library

The Library

As a value added service to our members, MDBC has organized a collection of valuable information and resources, covering a wide range of topics, for your reference. Need to find the latest info on HR and recruiting practices locally and in the region? Wondered how the PDPA will affect your organization? The answers to these questions and many more are available within the virtual corridors of our library.

Come in and browse for a while. The library contains content in a variety of formats: Videos, Podcasts, and Presentations (from events). Most are contributed by MDBC members, others are generated in-house, but all are available.

Infographics & Reports

MDBC has collected and created a variety of infographics and reports for the benefit of our members. The information provided in this section is for general information purposes only. Content not created by MDBC will be marked / credited as such.

Presentations

Presentations that have been shown at a previous MDBC event and that has been approved for release can be found in this section. Content not created by MDBC will be marked / credited as such.

Videos & Podcasts

This section contains a combination of videos and podcasts that have been created or curated by MDBC. These videos and podcasts are for general information purposes only. Content not created by MDBC will be marked / credited as such.

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Infographics

Infographics & Reports
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Home > Information > The Library > Presentations

Presentations

Click on the relevant year to find links to the presentations which were given at MDBC events. Please note that the information available in this archive is only accurate up to the date of the event.

2018

- MDBC Blockchain Explained & Practical Applications - 23 May
- MDBC Blockchain Explained: Intro to Blockchain - NEM Blockchain
- MDBC Blockchain Explained: Blockchain 101 - MSI
- MDBC Blockchain Explained: Cryptocurrencies - Blockchain Academy
- MDBC Blockchain Explained (Breakout 1 Supply Chain) Blockchain in Supply Chain - Accenture
- MDBC Blockchain Explained (Breakout 1 Supply Chain) Hotel Blockchains - UMP
- MDBC Blockchain Explained (Breakout 1 Supply Chain) Blockchain in Food Safety - MSI
- MDBC Blockchain Explained (Breakout 2 Fintech) Blockchain in Finance - Standard Chartered
- MDBC Blockchain Explained (Breakout 2 Fintech) Blockchain & Fintech - Blockchain Embassy Asia

MDBC Outlook 2018 - 15 Jan

MDBC Outlook 2016 - Rabobank

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Videos & Podcasts

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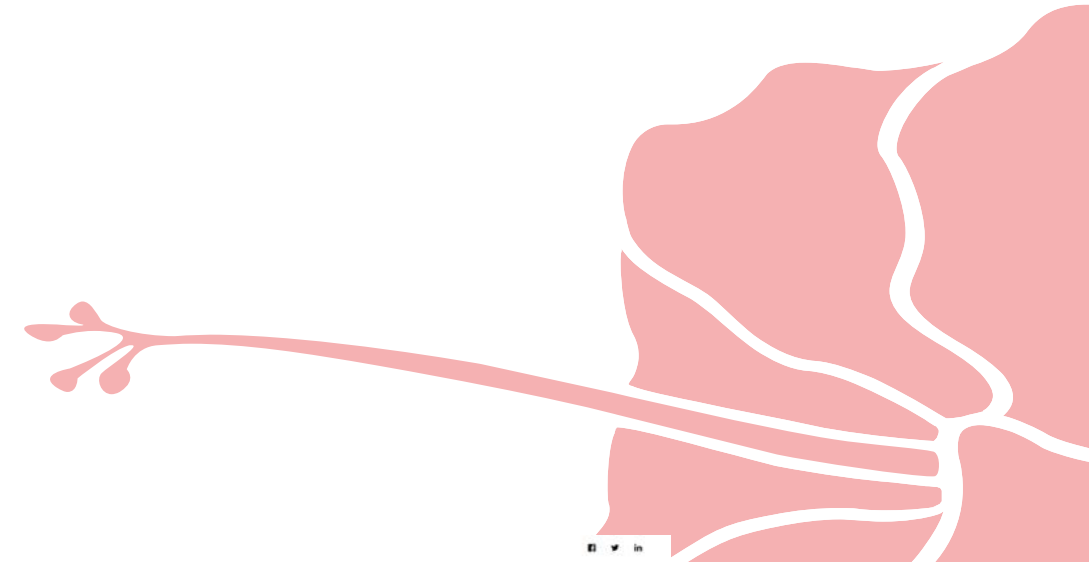
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Home > Information > The Library > About MDBC

About MDBC

History of MDBC

MDBC Student Internship Program



2018

4. Website



Home > Services > Student Internship Program

Student Internship Program



The MDBC Student Internship Program (SIP) was founded in 2004. Strengthening the ties between The Netherlands and Malaysia by bringing enthusiastic Dutch students to Malaysia for internships with MDBC member companies, SIP provides both interns and companies with the best match for their needs, creating the best result!

"We have had good quality students who have integrated well with our staff!" - Tessa Berhal

With two batches of students each year (February and September), interns are available for a period of five months (approx 100 working days), though other arrangements can be discussed for slight variations.

Whether you are a Dutch student interested in an international internship, or a member company looking for an enthusiastic, hardworking intern eager to make a difference at your organization, SIP is the best option for you. Together with our nine partner Universities / Colleges of Applied Sciences (Hoger Beroeps Onderwijs), we are able to offer interns from a wide range of studies.

"For many years, the MDBC Student Interns at Best APAC have contributed significantly in the areas of cost reduction, lead team improvement, on time delivery performance, and product quality!" - Best APAC

Contact us now and kick start your SIP journey!

Jolande Jonge Poerink
Student Internship Program Manager

E mail: internship@mdbc.com.my
Tel: +603 - 2722 8335

Students: Want to make a difference during your internship? Eager to bring your knowledge into practice? Keen on experiencing a multicultural workplace? Register with us and join SIP to get the chance to gain valuable experience and make a positive impact!

Companies: Join the growing number of satisfied companies with SIP interns who have made a positive impact during their internship period. Need help for a special project? Looking to add fresh input with an international perspective? Contact us and let us put you in touch with the right intern for your needs!

For Companies

Thank you for your interest in SIP!

In order to make this experience a smooth and efficient one, we've taken the liberty of adding some information on here for your reference so that you know what to expect from the process. The information that you provide to us will help us help you!

#MDBC2018

Student Internship Program



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For Companies

For Students

MDBC SIP Video

The SIP Experience



2017 - 4. Mariette Oosterhof at SAGE



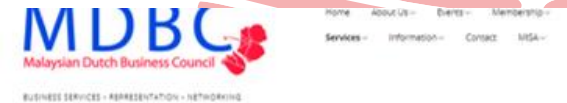
2017 - 3. Daan Blok at APF



2017 - 2. Floris Royer at DMT
"The most interesting part of my"



2017 - 2. Rinax Hoogveen at Twelions Audio



Home > Services > Visa Services

Visa Services



Contact us now for info on our visa services.

Patricia Tan
Visa Applications

E mail: visa@mdbc.com.my
Tel: +603 - 2722 8335

Applications for visas can be a headache. The last thing you need while preparing to move to another country for a job is to be stressed out over whether you completed everything necessary for your visa application, guessing on how to fill out the necessary forms, and who to submit the forms to. If your company is looking to hire expat talent, it will need to be registered with the Expatriate Services Division before you can begin applying for their visas / passes.

Let us guide you through the hassle of the visa application process so that you can focus on other important tasks. MDBC provides various visa related services: ESD registration, application and endorsement for the Professional Visit Pass (PVP), EP, E, SE, RP - T, Dependent Pass (if eligible), and APEC Business Travel Cards.

Please note that MDBC does not guarantee the granting of the visa you apply for. While we make every effort to facilitate the visa application process, the final decision on granting visas rests in the hands of the Malaysian Department of Immigration. An explanation, including the costs for our services, is listed below. All costs listed are for the services provided and do not include the cost of the visa itself. As of 1 June, 2018 GST is zero rated, price are inclusive of 0% GST.

Visa Services

Expatriate Services Division (ESD) Registration

Professional Visit Pass (PVP)



A Professional Visit Pass (PVP) is granted to foreign talents with the appropriate professional qualifications or skills for a specific period stated. To date, successful applicants may enter the country and provide services, or undergo practical training with a Malaysian company, or on behalf of an overseas company on a temporary basis, for up to 12 months.

Individuals participating in the MDBC Student Internship Program (SIP) will have to apply for a PVP in order to complete their internship in Malaysia. Member companies who are participating in SIP will also need to ensure that their organization is registered with the Expatriate Services Division (ESD). If your company hasn't already registered, MDBC can also provide assistance for ESD registration. For more information, kindly refer to the ESD panel.

What MDBC Does For You



← publications



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Sep 5, 2017

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events



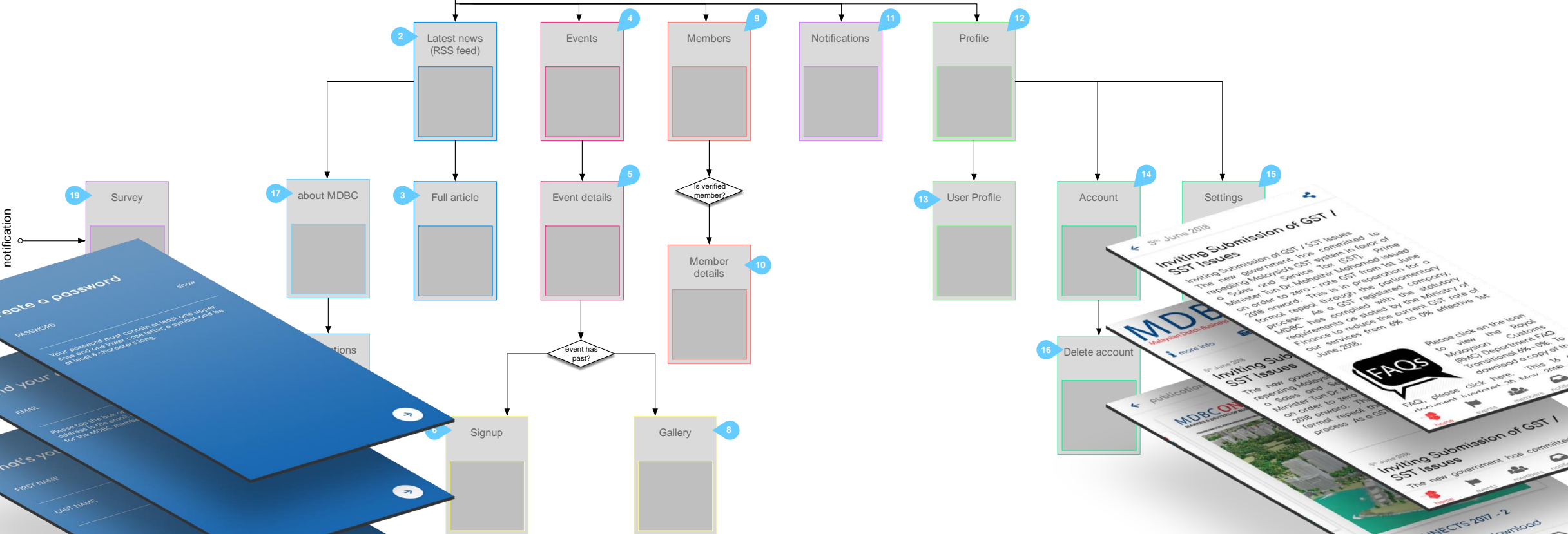
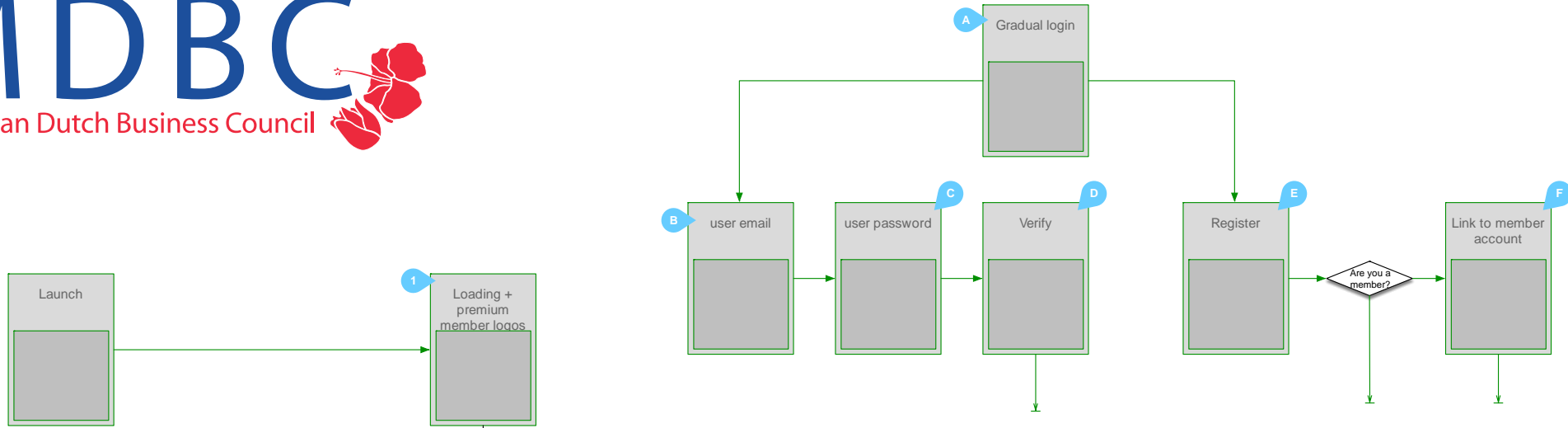
members



notifications



profile



2018 Preview

4. What else / more:

- **More Advocacy:** EUMCCI + other Chambers /
MITI + agencies
Other Ministries
- **Engagement & Cooperation at the Chapters**
- **Further expansion of MDBC Innovation & Sustainability Awards 2018**
- **Top events:**
 - HR Forum
 - Networking (InterChambers, Heineken Tavern)





***This concludes
Annual General Meeting
Financial Year 2017
Thank you for your attendance!***

**28 June 2018
DORSETT Kuala Lumpur**