

MDBC

Malaysian Dutch Business Council



Meet & Greet MDBC Members & Community

Introduction

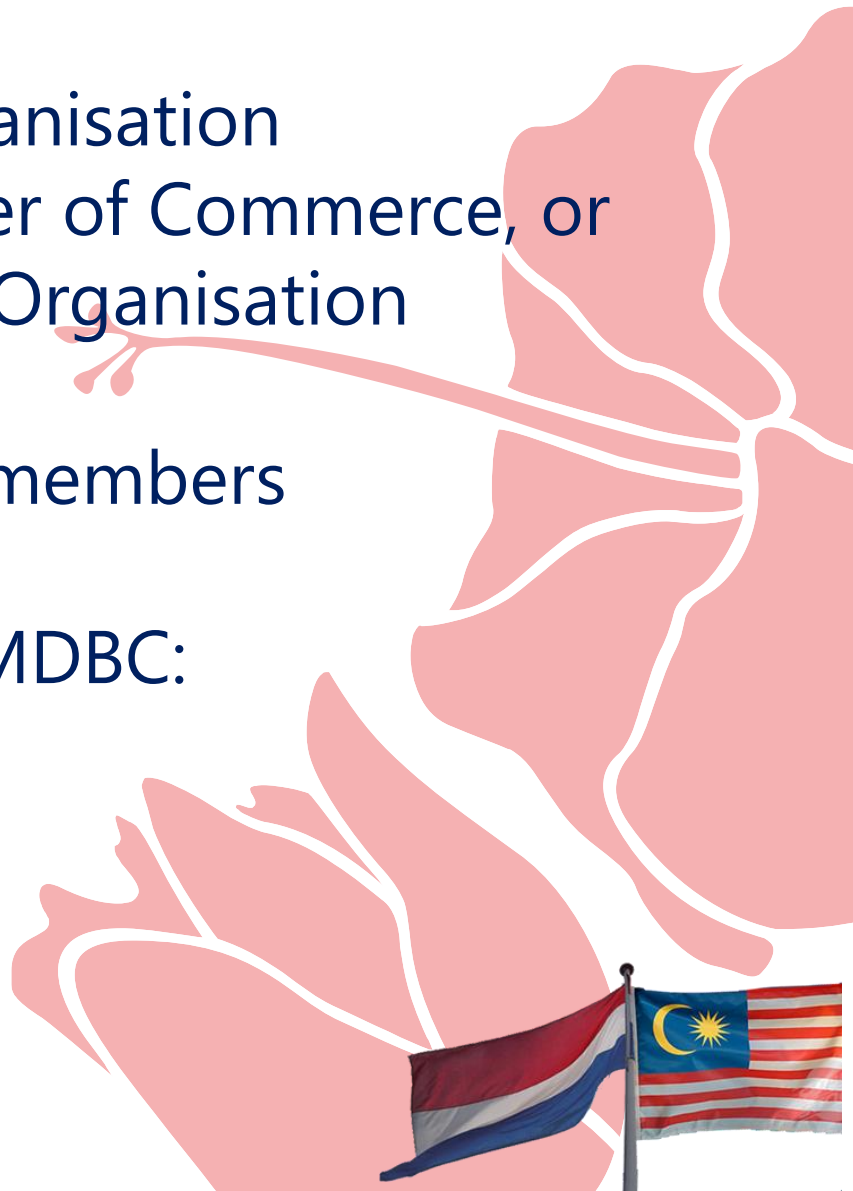
Foremost a Membership Organisation

Also seen as Bilateral Chamber of Commerce, or
Trade & Investment Support Organisation

Founded in 1996, now 250+ members

Most important roles of the MDBC:

1. Business Services
2. Representation
3. Networking



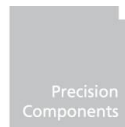
Members Community

- > 250 members (95% corporate)
- MNCs - SMEs - Sole Proprietors, Entrepreneurs
Diversified conglomerates
Government-linked
- Dutch, Malaysian and other nationalities
- Widest variety of sectors:
Agriculture & Timber, Chemicals, Construction & Infrastructure, Corporate Services (Finance/HR/Insurance/Legal), Education, Consultancy & Services, FMCG/F&B, Hospitality & Tourism, ICT, Logistics/SCM, Manufacturing, Oil & Gas & Power, Trading

MDBC Members: Dutch (-linked) MNCs operating in Malaysia



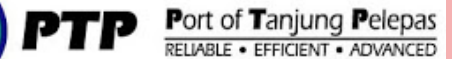
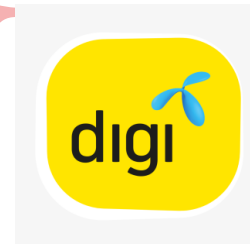
MDBC Members: Dutch “SMEs” operating in Malaysia (some examples)



MDBC Members: Malaysian companies (some examples)



Automotive Holdings Berhad



And non-Dutch, non-Malaysian (some examples)



MDBC Members: Malaysian & Dutch companies - Service Providers

Company Secretariat

Immigration

Logistics & Express

Hospitality and F&B

Real Estate & Office Space

Innovation

Printing & Photography

Premiums, Merchandise

ICT & Web & SMS

Change Management

Car & car rental

Audit & Tax

HR & Recruitment

Shoptesting

Event Management

Relocation

Education

Cultural competence

IP

App Development

Office Furniture

Debt collection

Legal

Banking

Branding & Design

Exhibitions

Travel

Governance

Strategy

CSR

e-Commerce

Interior Design

Telecomm

“MDBC is like the Yellow Pages!”

“MDBC is a 1-stop centre!”



The MDBC Network:



OTHER CHAMBERS IN MALAYSIA

European Chambers

AMCHAM

FMM

MABC Australia

MICCI

MCBC / MNZCC

ASEAN DUTCH CHAMBER NETWORK

DBN INDONESIA

DCCP PHILIPPINES

ADB-DUTCHCHAM SINGAPORE

NTCC THAILAND

DBAV VIETNAM

The MDBC Network: MDBC Partners include the main Malaysian agencies



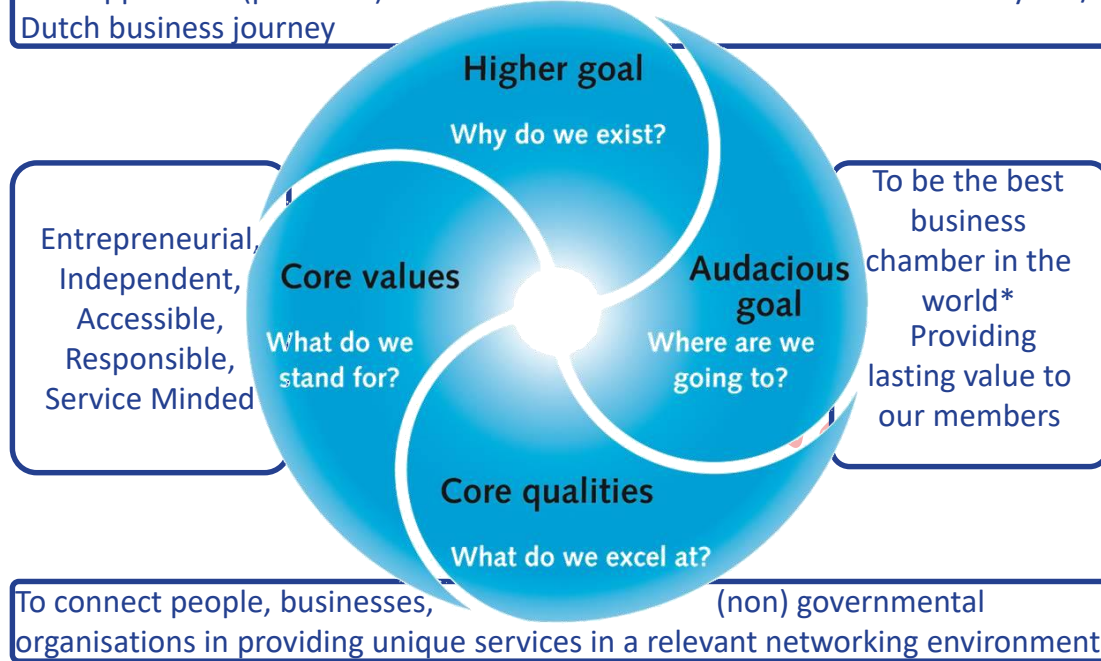
**Ministry of International Trade & Industry and several of its agencies;
a few of which are also MDBC members.**

**The MDBC Network: MDBC Partners include other main Malaysian agencies
(all of these are MDBC member)**



Strategy 2019 - 2021

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



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 members

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

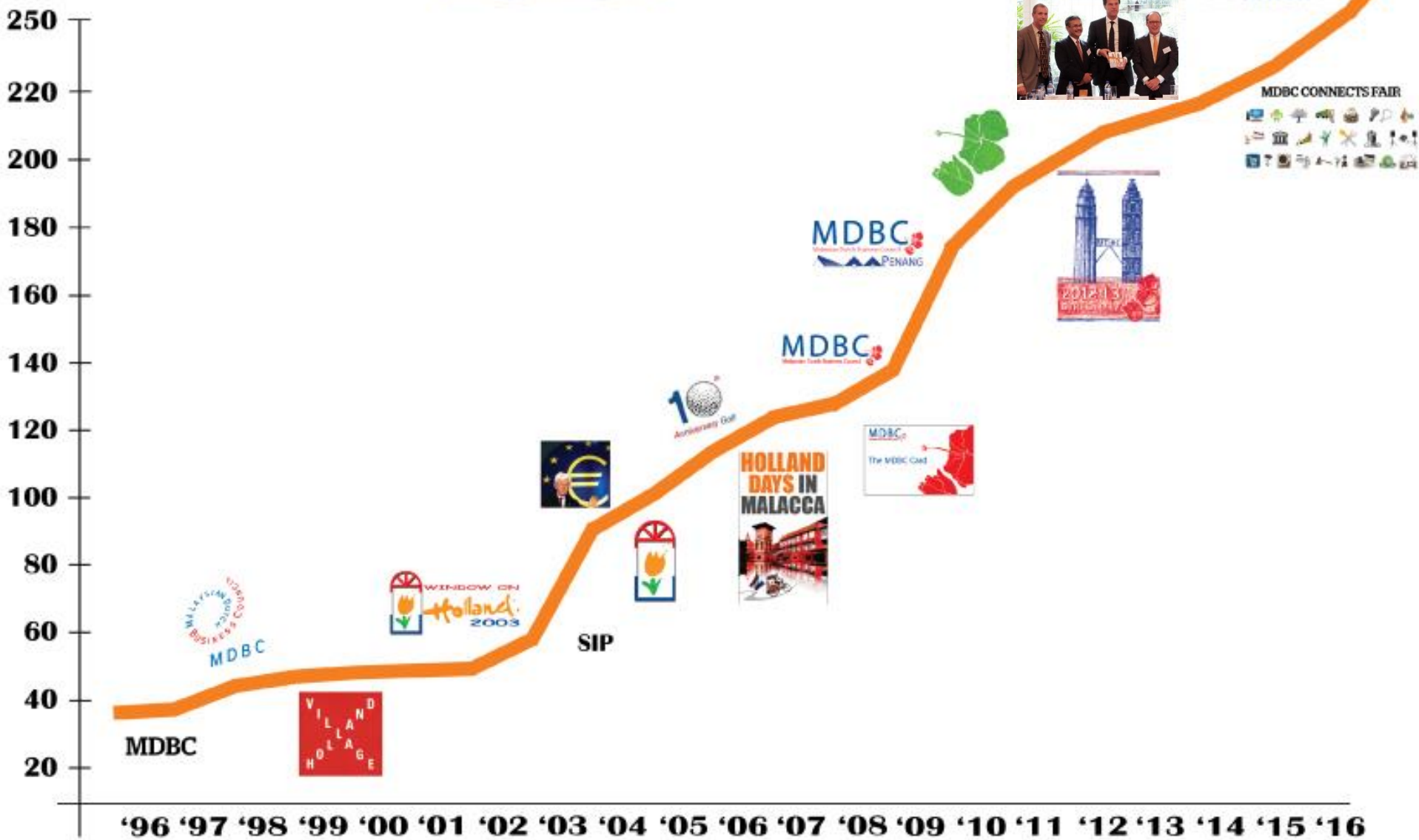
Ensure economic advantageous procurement



*** 90% of members:**

1. is satisfied with the variety and completeness of business services at MDDB
2. is satisfied with MDDB's role in representing their company to relevant stakeholders
3. is satisfied with the networking opportunities provided by MDDB
4. would recommend MDDB to potential members
5. is satisfied with the return on investment of their membership

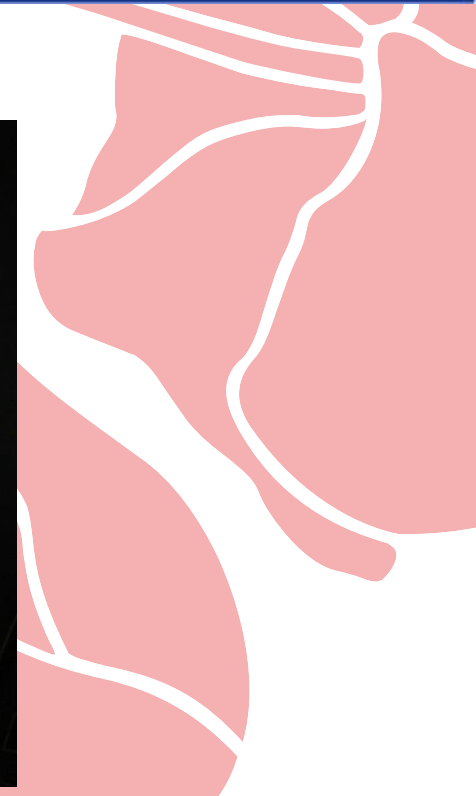
* Ideally a ranking would be used to compare different business chambers. As there is no international ranking, our goal is to proclaim to be the best business chamber in the world based on these indicators





APAC 2018
International
Chambers of
Commerce
Awards &
Conference

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





According to NLinBusiness:

- ** MDBC in the top 3 of all Dutch Chambers in the world!
- ** Cooperation MDBC – Netherlands Embassy KL best practice globally!



Membership Satisfaction Survey 2018

We thank you all for sharing your thoughts on how MDBC can continue to improve. Feedback given by members on each section of the Membership Satisfaction Survey (MSS) contained both positive as well as constructive feedback.

Key Highlights



MDBC achieved an Overall Satisfaction Score of 79.1%, maintaining the high score from 2017 (79.0%).

MDBC Future strategy was rated as the best overall section with 81.1%.
Not a single question or section scored below 72%.



As a networking organisation, we are pleased that the Quality of the MDBC Network was evaluated 84.1%.

Areas for Improvement in 2019

We took your scoring and individual comments to determine a few areas of improvement which we want to deliver to you in 2019:



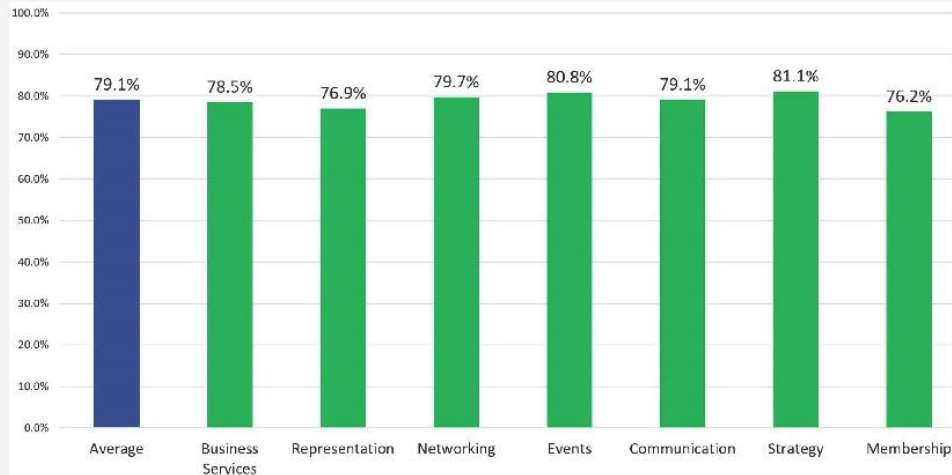
Branding and exposure opportunities for your company in MDBC publications and media: we need to highlight even stronger that several options for publicity in our magazine and online media are free of charge! Share your corporate news and talk to us about getting involved in events and publicity.



Representing our members to Diplomatic and Dutch government organizations: we will try to improve this part of our network. In the meantime, it is imperative that you share your issues with us so that we can provide the right follow up for you.



Events: while MDBC offers a great variety in our annual events calendar, we need to ensure that these events are relevant to you, with a focus on industry specific and business development events.



Events

Talks/ Seminars

Visits

Networking/ Social

Dialogues/
Representation

Exhibitions / Conferences

Sector Committees

Government / Authorities

Avg. 3 events / month,
Many are complimentary
for members.

EUMCCI.



Representation

MY Authorities

- Trade & Investment Issues
- Immigration Issues
- Sector Committees
- Federal and State

Exhibitions

- Support Dutch missions
- Support Embassy initiatives
- Holland Pavilion

Malaysia in NL

- ASEAN Business Dialogue
- Malaysia / ASEAN seminars



Business services

MDBC Chapters in Penang and Johor

Reaching out to local authorities for members in Northern & Southern regions.

Penang since 2010, Johor was launched in 2017.



Business services

The MDBC Career membership

Bringing together our corporate community and (Dutch-linked) career seekers

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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)

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

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
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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 Seekers

Business services

The MDBC Innovation & Sustainability Awards

Sharing of best practices and recognition of sustainability and innovation.

High-class event with quality winners. Media awareness (radio, print).

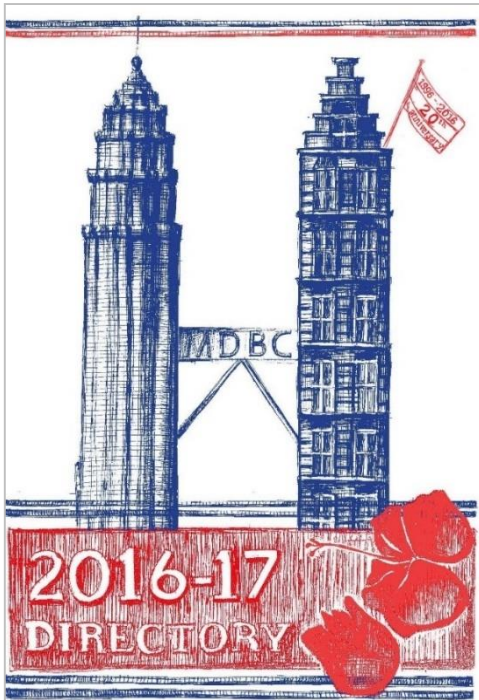


Business services

MDBC Publications & Publicity

Wide exposure for members.

Quarterly Magazine, Directory, Social Media, Media.



Business services

The MDBC Student Internship Program

Placement of >100 Dutch student interns annually, with MDBC member companies in Malaysia!

More than 1,000 placements since 2004 !;

Cooperation with 8 – 10 partner Universities in the Netherlands;

Orientation / Graduation / Master's internships;

Wide variety of study areas;

Internships of 100 nett days (5 months);

Fully coordinated with cultural briefing, application of work permit, etc.



In Summary:

- >> Check if you receive our emails!
- >> Event attendance! (anyone from your organisation)
- >> Make use of our Business Services / Representation / Chapters
- >> Network with fellow members!
- >> Get exposure through the MDBC events and (online) media
- >> Give us feedback & suggestions



M D B C

Malaysian Dutch Business Council



**For more information please visit
www.mdbc.com.my**



Upcoming events:

10 Jan: New Year's Reception

16 Jan: Outlook 2019

18 Jan: Digital Ethics

+ NY receptions in Penang and Johor