

M D B C

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 with 280+ members

Most important roles of MDBC:

1. Business Services
2. Representation
3. Networking



Members Community

- > 280 members (95% corporate)
- MNCs - SMEs - Sole Proprietors, Entrepreneurs
Diversified conglomerates
Government - linked
- Dutch, Malaysian, and other nationalities
- Widest variety of sectors:
Agriculture & Timber, Automotive, Aviation, 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



Besi



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



MDBC Members: Malaysian companies (some examples)



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 & Legal
HR & Recruitment
Shoptesting
Event Management
Green Building
Education
Cultural competence
IP
App Development e-Commerce
Office Furniture
Debt collection

Banking
Relocation
Branding & Design
Exhibitions
Travel
Governance
Corporate Strategy
CSR
Interior Design
Telecomm

“MDBC is like the Yellow Pages!”

“MDBC is a 1-stop centre!”



The MDBC Network:



Kingdom of the Netherlands



OTHER CHAMBERS IN MALAYSIA

European Chambers
AMCHAM

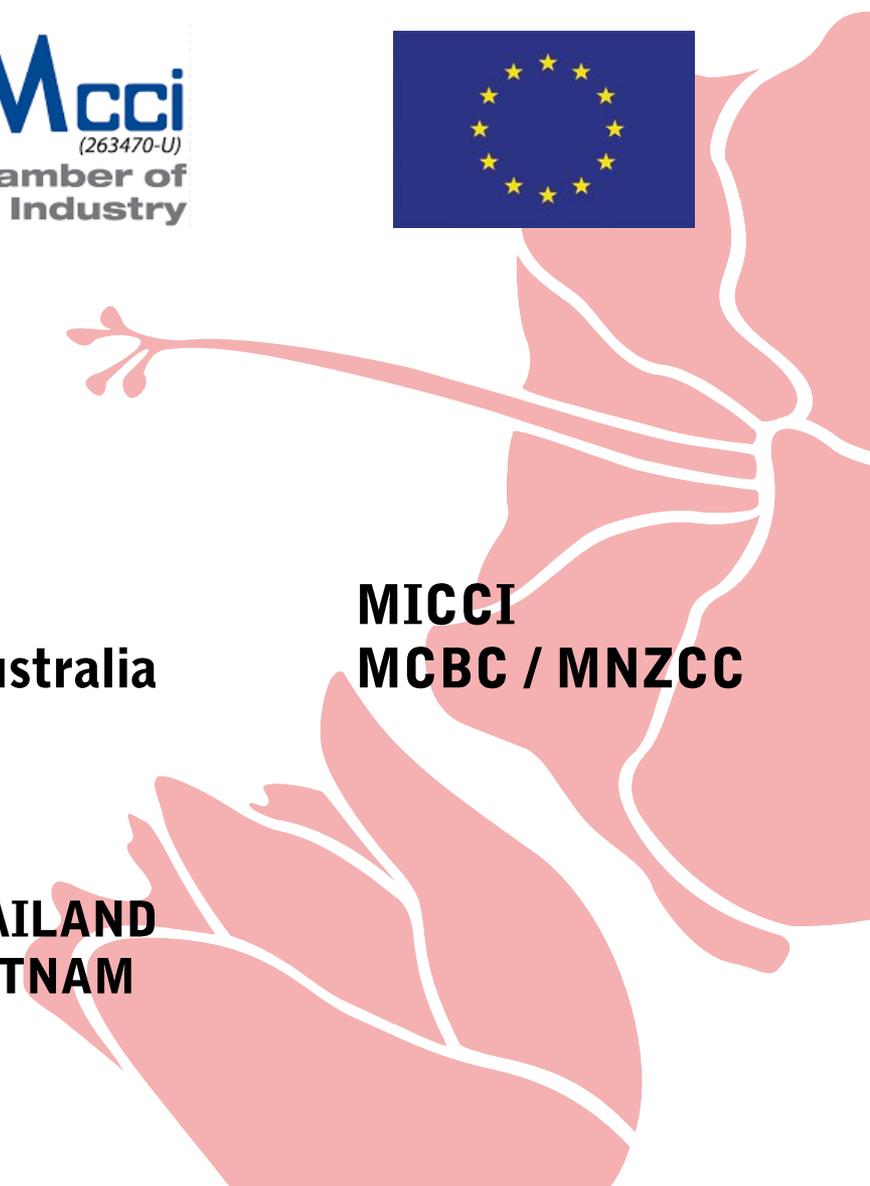
FMM
MABC Australia

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 AND INDUSTRY



**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 members)

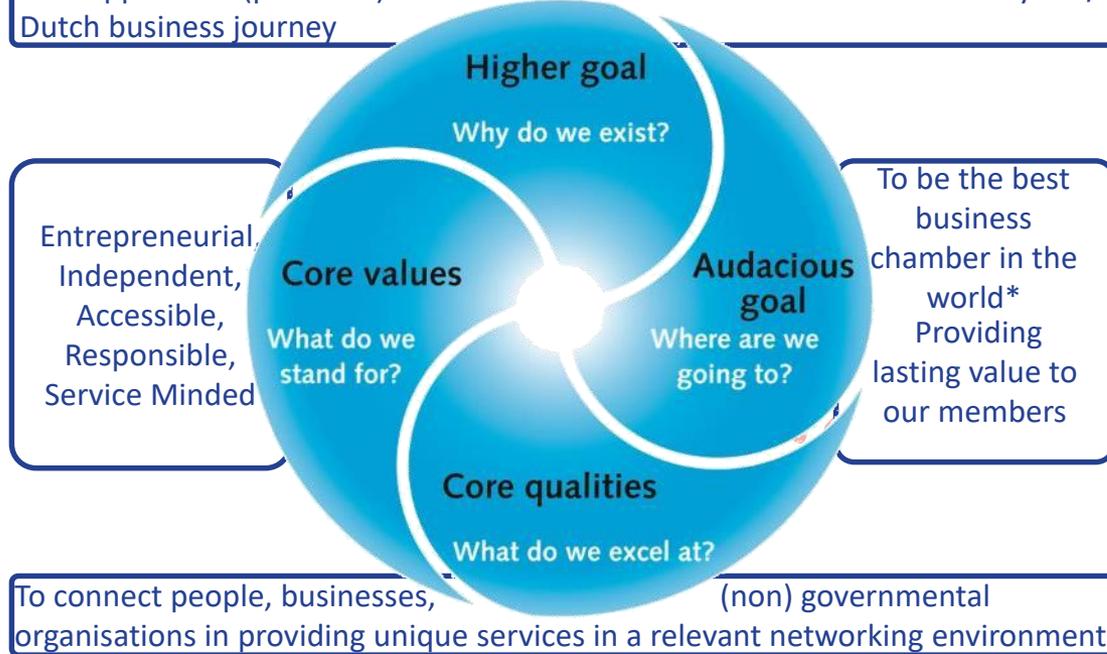


TalentCorp
ATTRACT • NURTURE • RETAIN



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



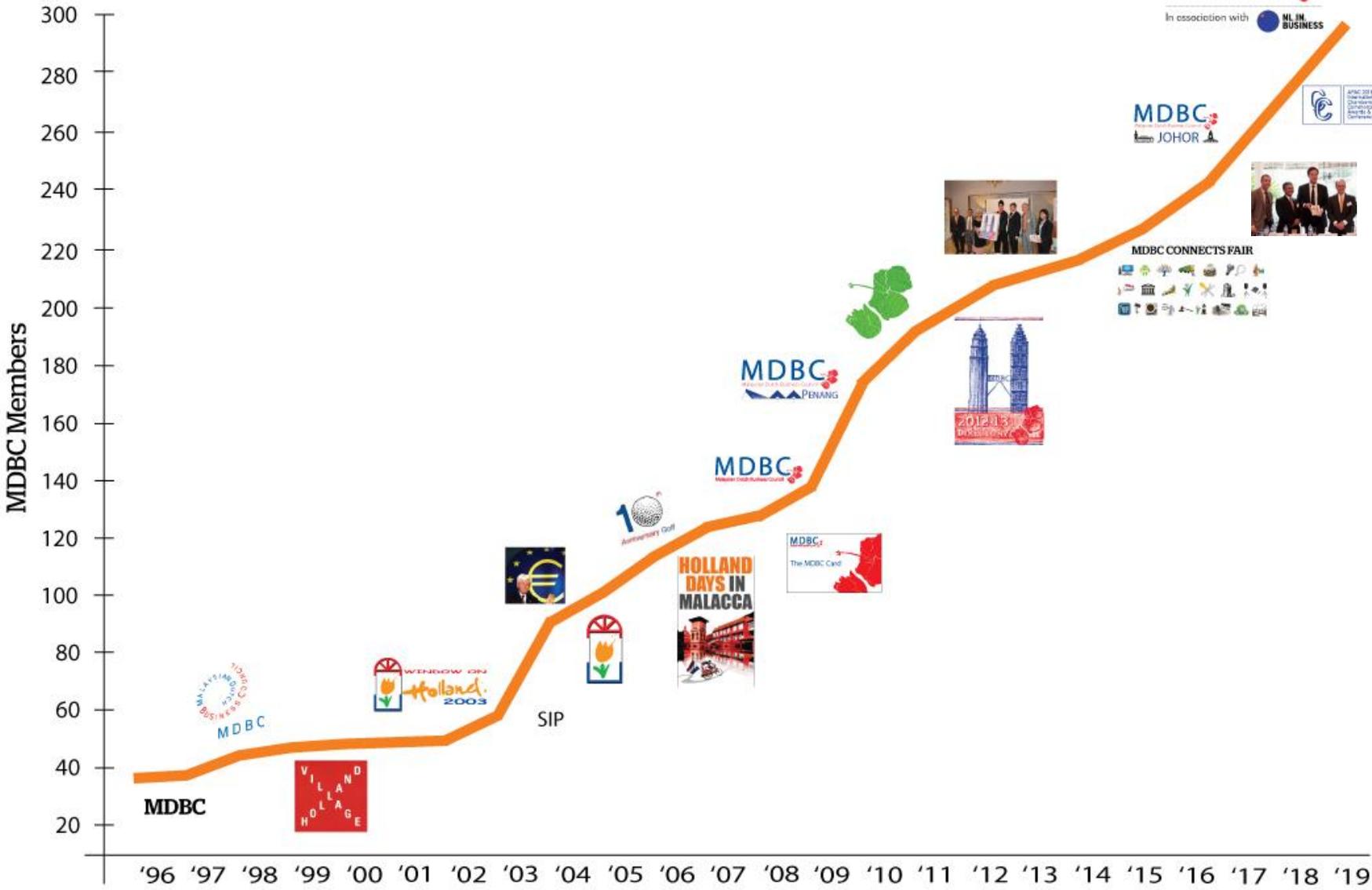
*** 90% of members:**

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

MDBC

Malaysian Dutch Business Council



MDBC
Malaysian Dutch Business Council
In association with **ML IN BUSINESS**

MDBC
JOHOR

APAC 2018
The National
Chamber of
Commerce &
Industry
Malaysian Dutch Business Council
**MEMBERSHIP
ENGAGEMENT PROGRAM
OF THE YEAR 2018 AWARD**

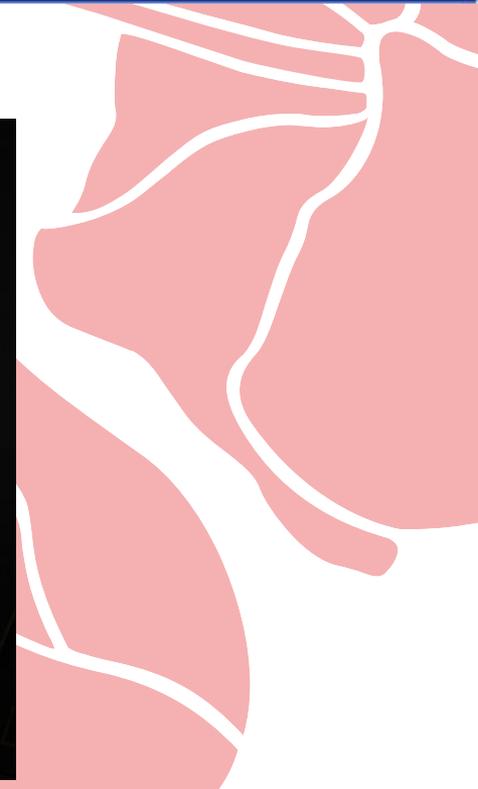
MDBC CONNECTS FAIR





APAC 2018
International
Chambers of
Commerce
Awards &
Conference

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





- ** MDBC in the top 3 of all Dutch Chambers in the world!
- ** Cooperation MDBC – Netherlands Embassy KL best practice globally!
- ** 2nd Dutch Chamber in the world to be accredited!



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

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 these career seekers 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 Facebook, LinkedIn, Twitter or at www.mdbc.com.my
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MDBC
Malaysian Dutch Business Council

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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.



MDBC CONNECTS

MAKERS & DRIVERS OF BUSINESS & COMMERCE

MDBC STUDENT INTERNSHIP PROGRAM MARKS 1,000th PLACEMENT
ISSUE: BY KEYTON 2019



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 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.



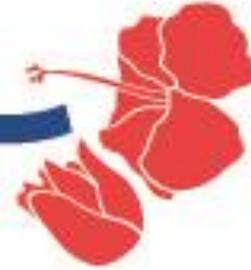
In Summary:

- >> 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 MDBC events and (online) media
- >> Give us feedback & suggestions



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