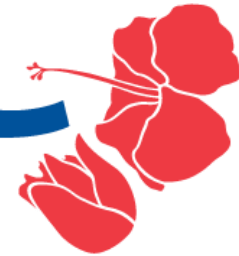


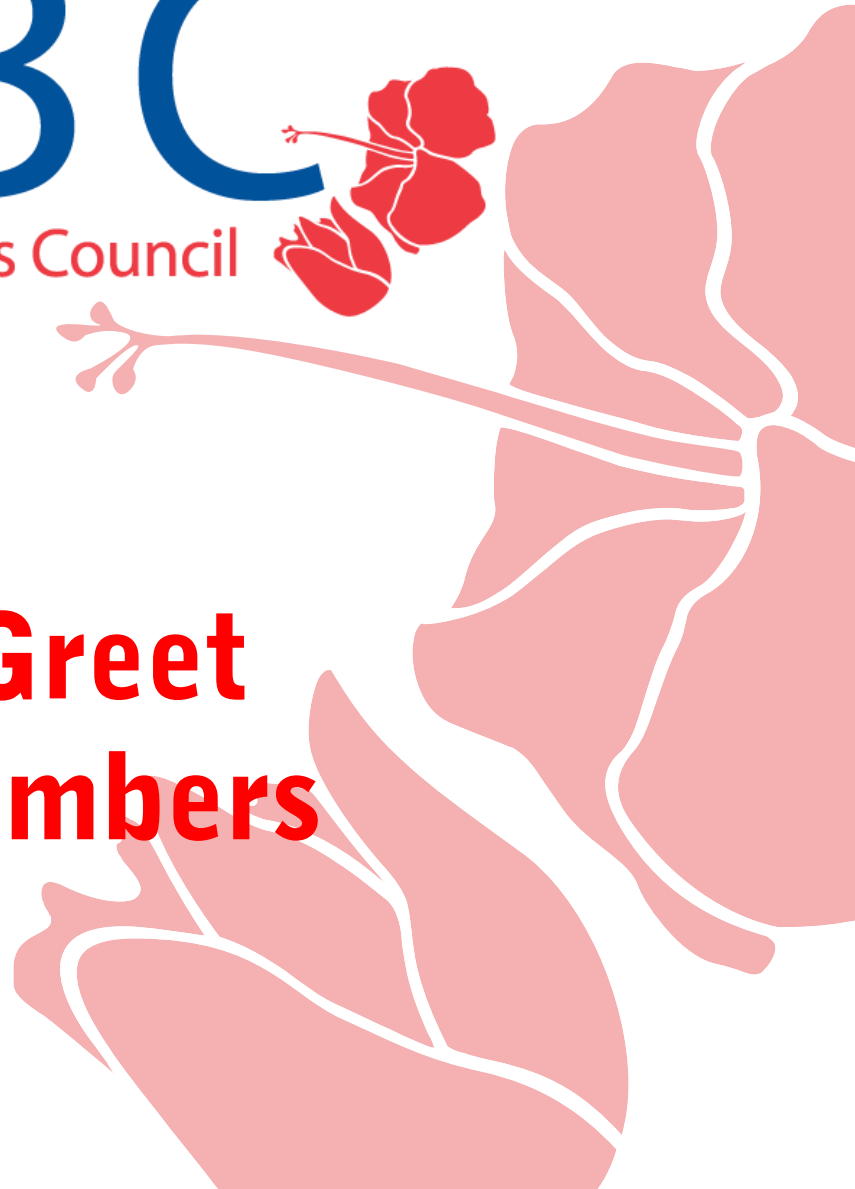
MDBC

Malaysian Dutch Business Council



Meet & Greet MDBC Members

2020



Introduction

Foremost, a Membership Organisation.

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

Founded in 1996, now approaching 300 members!

Most important roles of MDBC:

1. Business Services
2. Representation
3. Networking



Members Community

- > 290 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



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



MDBC Members: Malaysian (-based) companies (some examples)



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



MDBC Members: Malaysian & Dutch companies - Service Providers

Company Secretariat
Immigration / Visa
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
App development
Event Management
Green Building
Education
Cultural competence
IP
e-Commerce
Office Furniture
Debt collection

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

“MDBC is like the Yellow Pages!”

“MDBC is a 1-stop centre!”

MDBC CONNECTS FAIR



Wednesday, 6 April
Parkroyal Kuala Lumpur



The MDBC Network:



Kingdom of the Netherlands



OTHER CHAMBERS IN MALAYSIA

European Chambers
AMCHAM

FMM
MABC Australia

MICCI
MCBC / MNZCC

ASEAN DUTCH CHAMBER NETWORK

NTCC THAILAND
DBAV VIETNAM

DCCP PHILIPPINES
ADB - DUTCHCHAM SINGAPORE

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 member)**

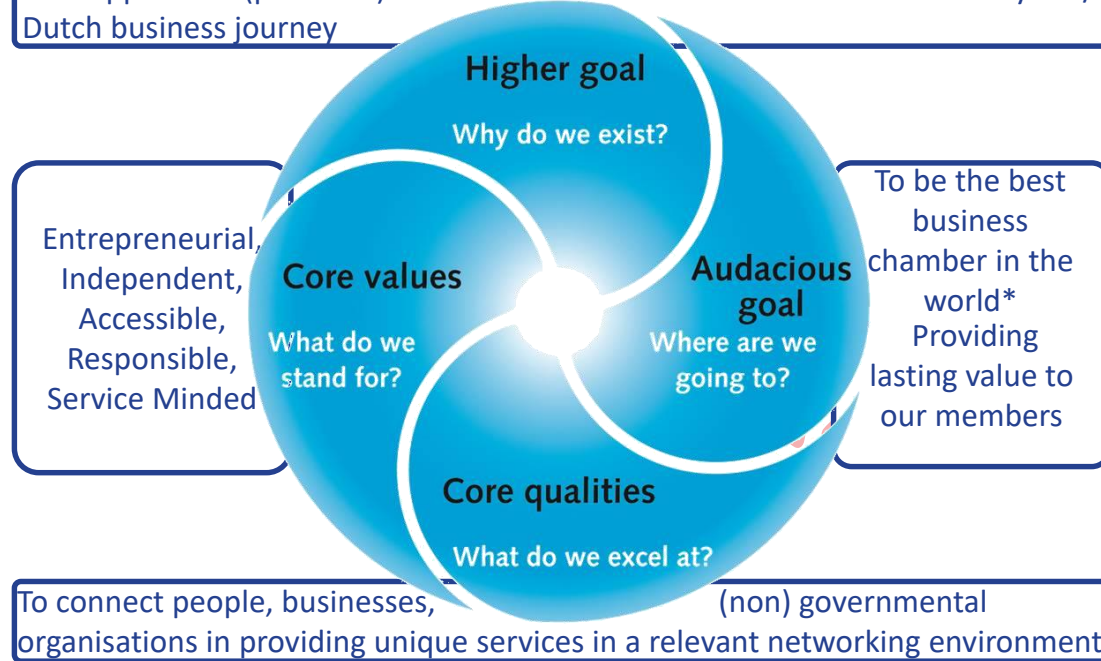


TalentCorp
ATTRACT • NURTURE • RETAIN



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

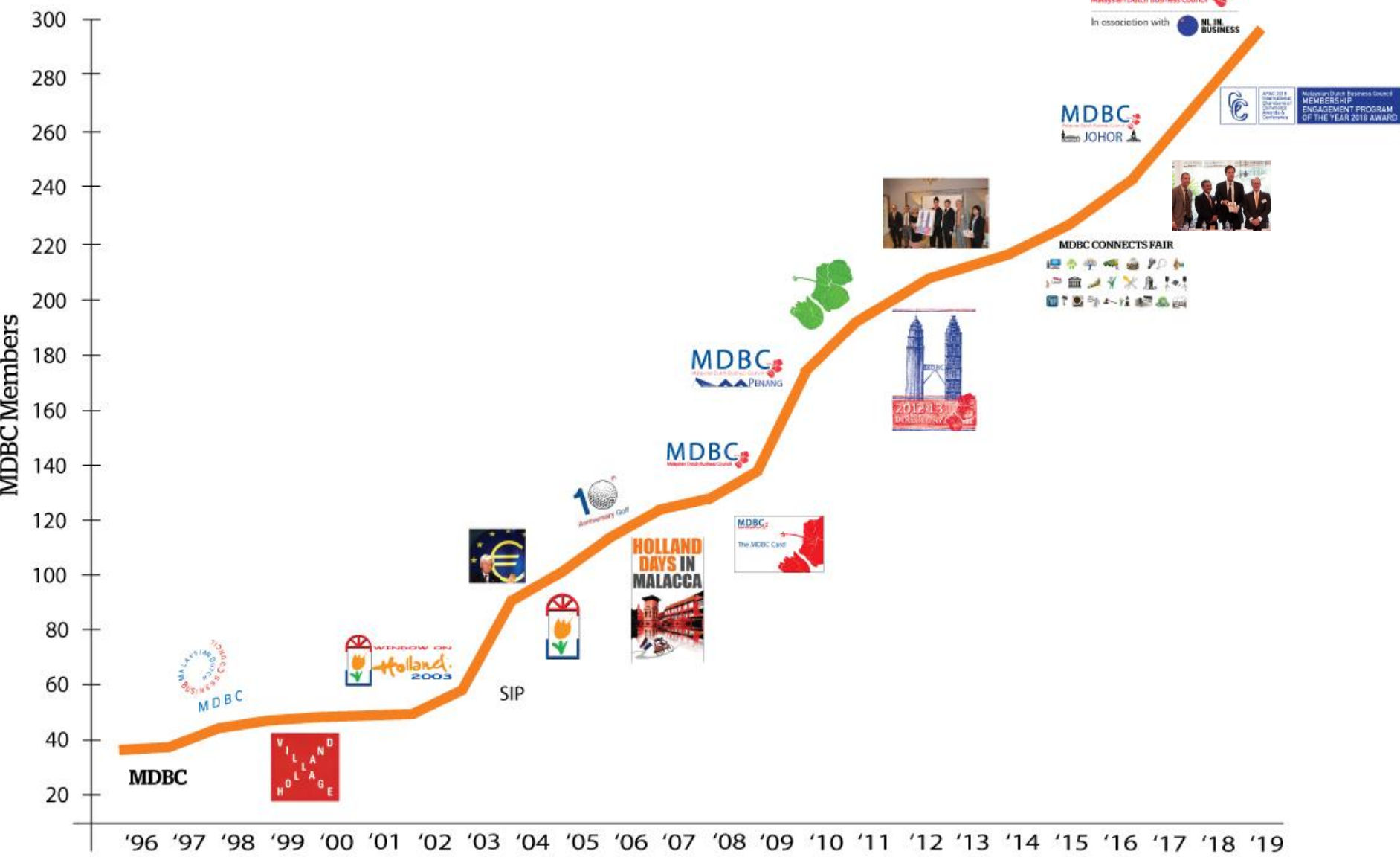
Strategy 2019 - 2021: defining audacious goal



*** 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





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



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.



APAC 2018
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**MEMBERSHIP
ENGAGEMENT PROGRAM
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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
Tel: +603 2722 8335 | info@mdbc.com.my

86 Jalan Raja Chulan 50200 Kuala Lumpur
www.mdbc.com.my

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



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Services Information Contact MISA

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.

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

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.

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).

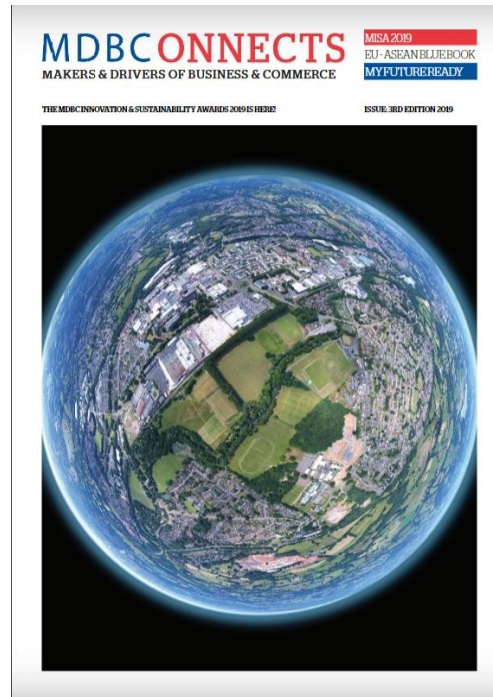


Business services

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 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.



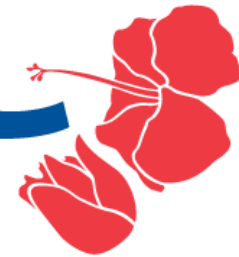
In Summary:

- >> 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



MDBC

Malaysian Dutch Business Council



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

