

M D B C

Malaysian Dutch Business Council



NL

Dutch Virtual Mission Southeast Asia



16 October –
Doing Business in MALAYSIA



Malaysia:

1st

“Most Attractive Emerging Market in Asia”
(and 5th in the World)
(Bloomberg’s Emerging Market Scorecard,
2018)

1st

“World’s Best countries to invest”
(CEOWORLD Magazine 2019,
ranked 1st among 67 countries)

2nd

“Ease of Doing Business within ASEAN”
(World Bank’s Doing Business Report, 2019)

2nd

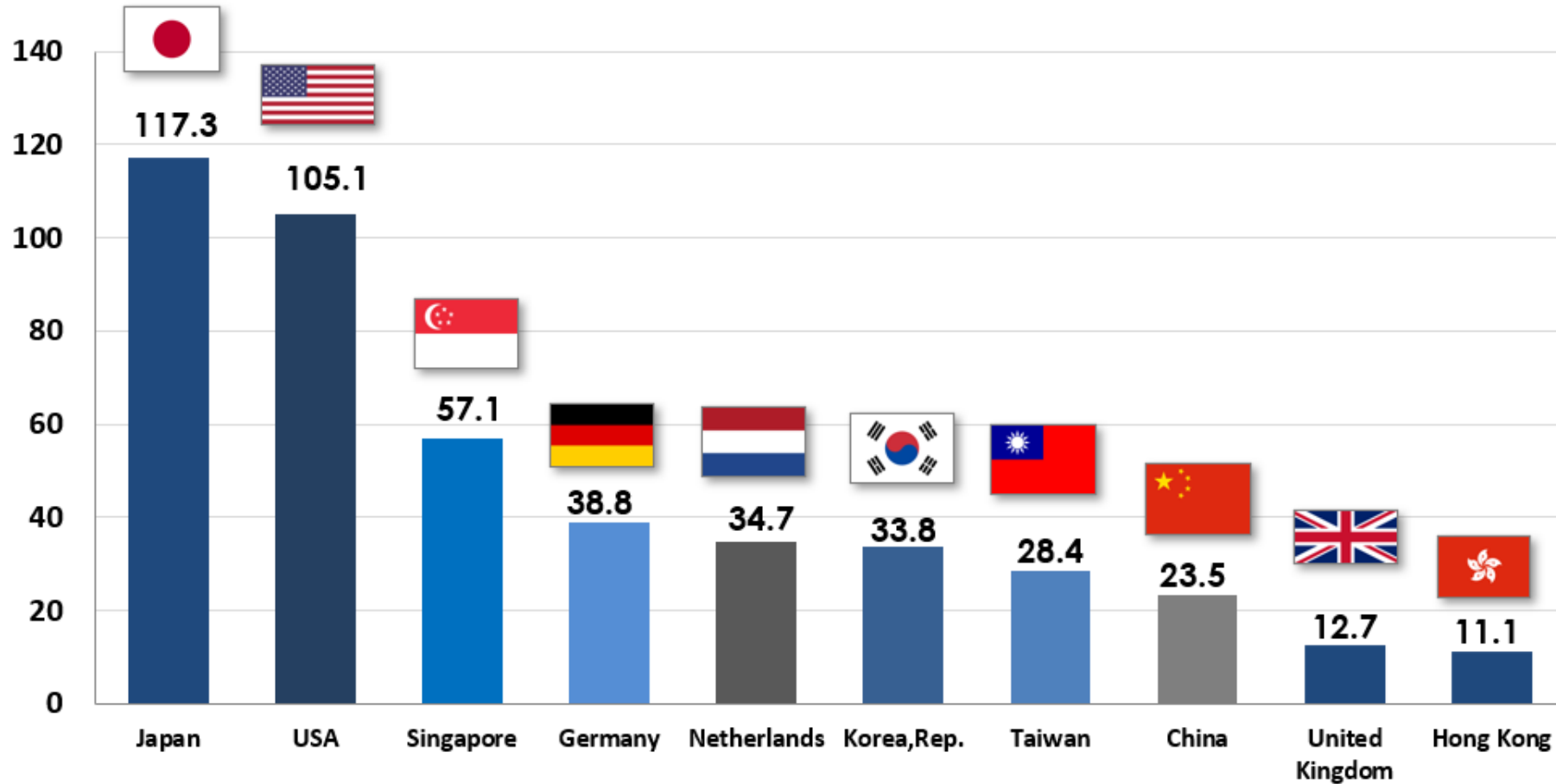
“Global Competitiveness among ASEAN
Countries”
(World Economic Forum’s Global
Competitiveness Report, 2018/2019)

- **NL and MY are both regional gateways**
- **With a population of 30 million you can reach a hinterland of 3 billion!!**
ASEAN, APAC (incl China, India), Middle East
- **Make full use of:**
 - FTAs
 - the many races & religions
- **NL ranking 2018:**
 - NL 3rd highest investor in MY
 - NL 12th trading partner for MY

Malaysia's Top Investor Country

Realised Investments in the Manufacturing Sector, 2019

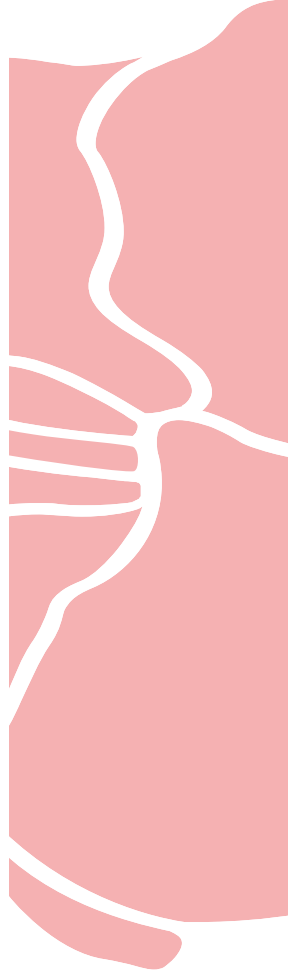
RM Billion



1. Strong Economic Fundamentals



	2013	2014	2015	2016	2017	2018	2019
Real GDP Growth (%)	4.7	6.0	5.0	4.2	5.8	4.7	4.3
Inflation (%)	2.1	3.2	2.1	2.1	3.8	1.0	1.2
GDP (USD bil.)	313.2	326.9	272.1	246.9	296.2	297.1	311.1
Per Capita Income (USD)	10,265	10,426	9,291	9,096	9,813	10,564	10,809
Unemployment (%)	3.2	2.9	3.3	3.4	3.4	3.4	3.4
International Reserves (USD bil.)	134.9	115.9	95.3	94.5	102	101.4	104.3



Quick Facts



POPULATION 2019



32.6
MILLION

GOVERNMENT

**PARLIAMENTARY
DEMOCRACY WITH
CONSTITUTIONAL
MONARCHY**

LOCATION



HEART OF SEA

PRO-BUSINESS

64 IGA
Investment Guarantee Agreement

74 DTA
Double Taxation Avoidance

GDP 2019



US\$365.3
BILLION

GDP PER CAPITA

US\$11,137
NOMINAL 2019

GDP GROWTH



4-5%
2013-2019

PROJECTED GROWTH

6.3-6.9%
2021 IMF&WBG

TRADING NATION

123%
TRADE TO GDP

FREE TRADE AGREEMENTS

14 FTA
MARKET
ACCESS
3.9 BILL. PEOPLE

GDP BY SECTOR



54.2%
37.4%
7.3%

TRADE CONNECTIVITY



12TH
SECOND IN SEA

EASE OF DOING BUSINESS



12TH
SECOND IN ASEAN

COMPETITIVENESS



27TH
SECOND IN ASEAN

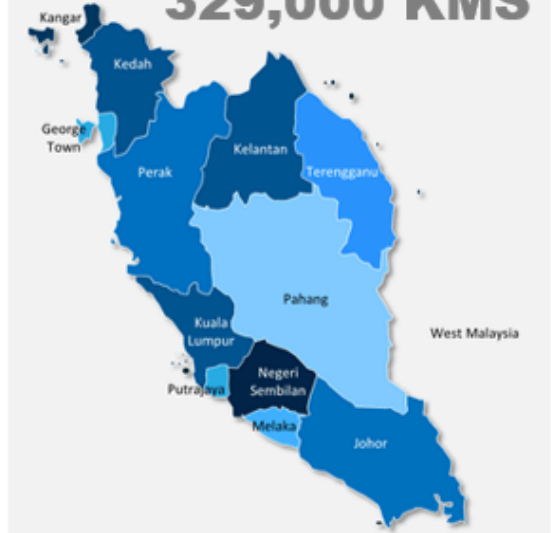
GLOBAL INNOVATION INDEX



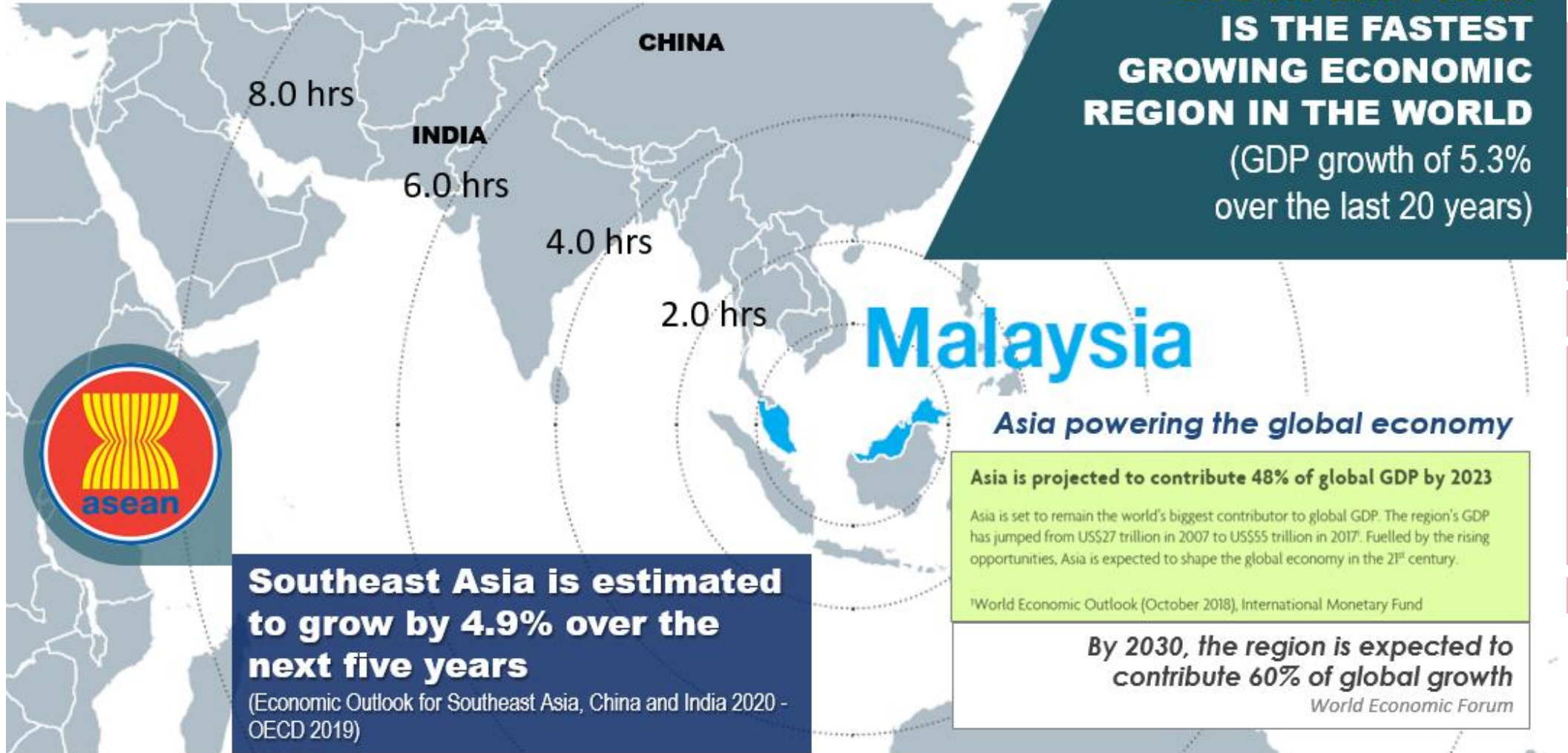
33RD
EIGHTH IN ASIA

SURFACE AREA

329,000 KMS



2. Strategic Location



**SOUTH EAST ASIA
IS THE FASTEST
GROWING ECONOMIC
REGION IN THE WORLD**
(GDP growth of 5.3%
over the last 20 years)

**Southeast Asia is estimated
to grow by 4.9% over the
next five years**
(Economic Outlook for Southeast Asia, China and India 2020 -
OECD 2019)

Asia powering the global economy

Asia is projected to contribute 48% of global GDP by 2023
Asia is set to remain the world's biggest contributor to global GDP. The region's GDP has jumped from US\$27 trillion in 2007 to US\$55 trillion in 2017¹. Fuelled by the rising opportunities, Asia is expected to shape the global economy in the 21st century.
¹World Economic Outlook (October 2018), International Monetary Fund

**By 2030, the region is expected to
contribute 60% of global growth**
World Economic Forum

Gateway to ASEAN and Beyond

14 Free Trade Agreements

Market of 3.9 Billion Population



- **3rd largest market in the world with 622 million people** (behind only China and India)
- **Already zero tariffs for 99% of products**
- **Attracts 11% of global FDI**


New Zealand

3. Business Friendly Investment Policies



Equity Ownership

Foreigners are allowed to hold 100% equity ownership in the manufacturing and selected services sectors



Repatriation of Income

Freedom to repatriate capital, interest, dividends and profits. No restrictions



Employment of Expatriates

- **Key posts** (*posts that are permanently filled by foreigners*)
- **Term posts** (*posts that are filled by foreigners for a period of 1-5 years*)

Intellectual Property (IP) Protection

Malaysia's IP laws are in conformance with international standards

- Member of the World Intellectual Property Protection Organisation (WIPO)
- Signatory of the Paris Convention and Berne Convention which govern IP rights
- Signatory of the Agreement on Trade-Related Aspects of IP Rights (TRIPS) under the WTO

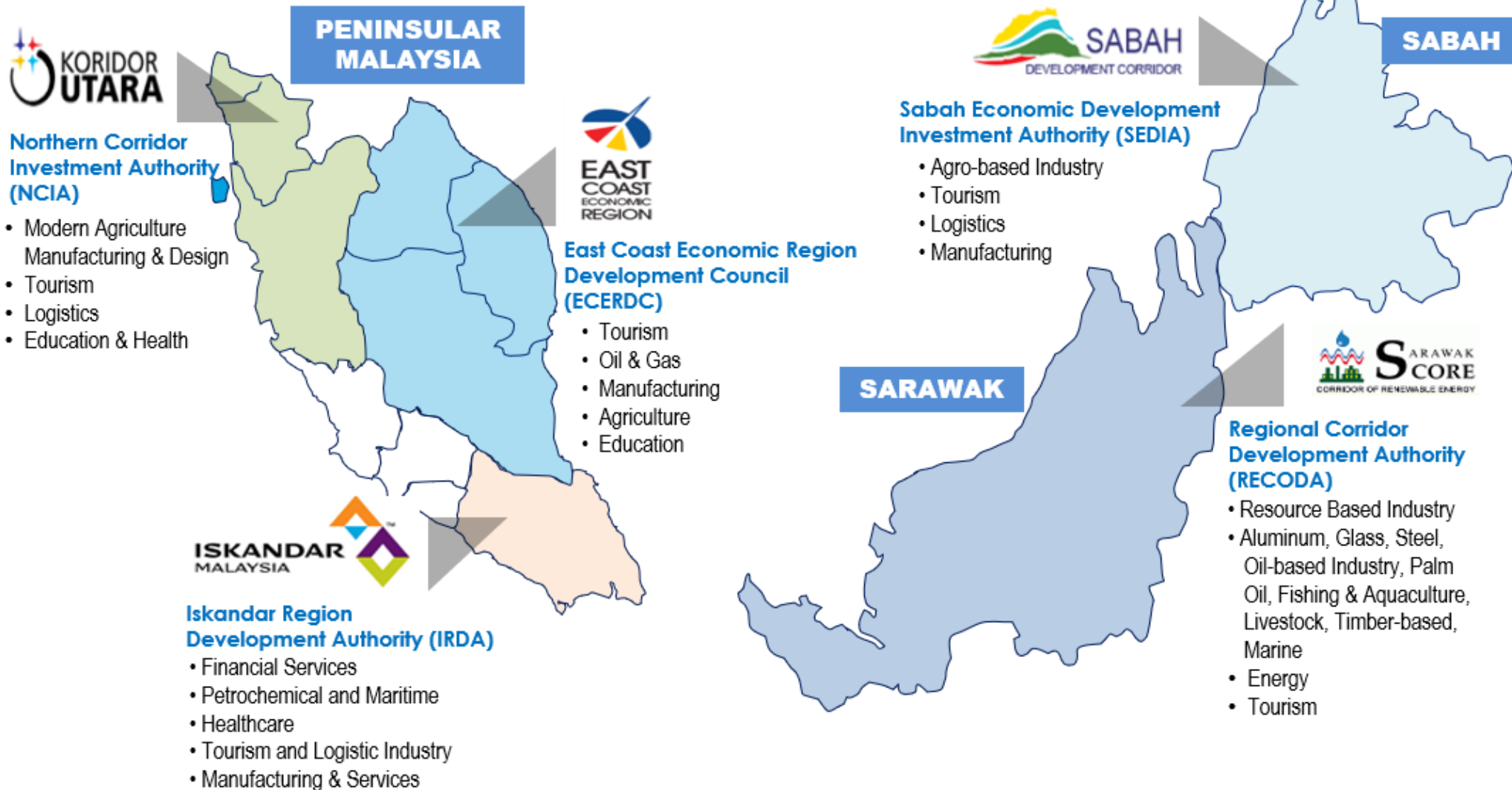


Investment Guarantee Agreements (IGAs)

Malaysia has signed IGAs with more than 60 countries



Balanced Regional Economic Development



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

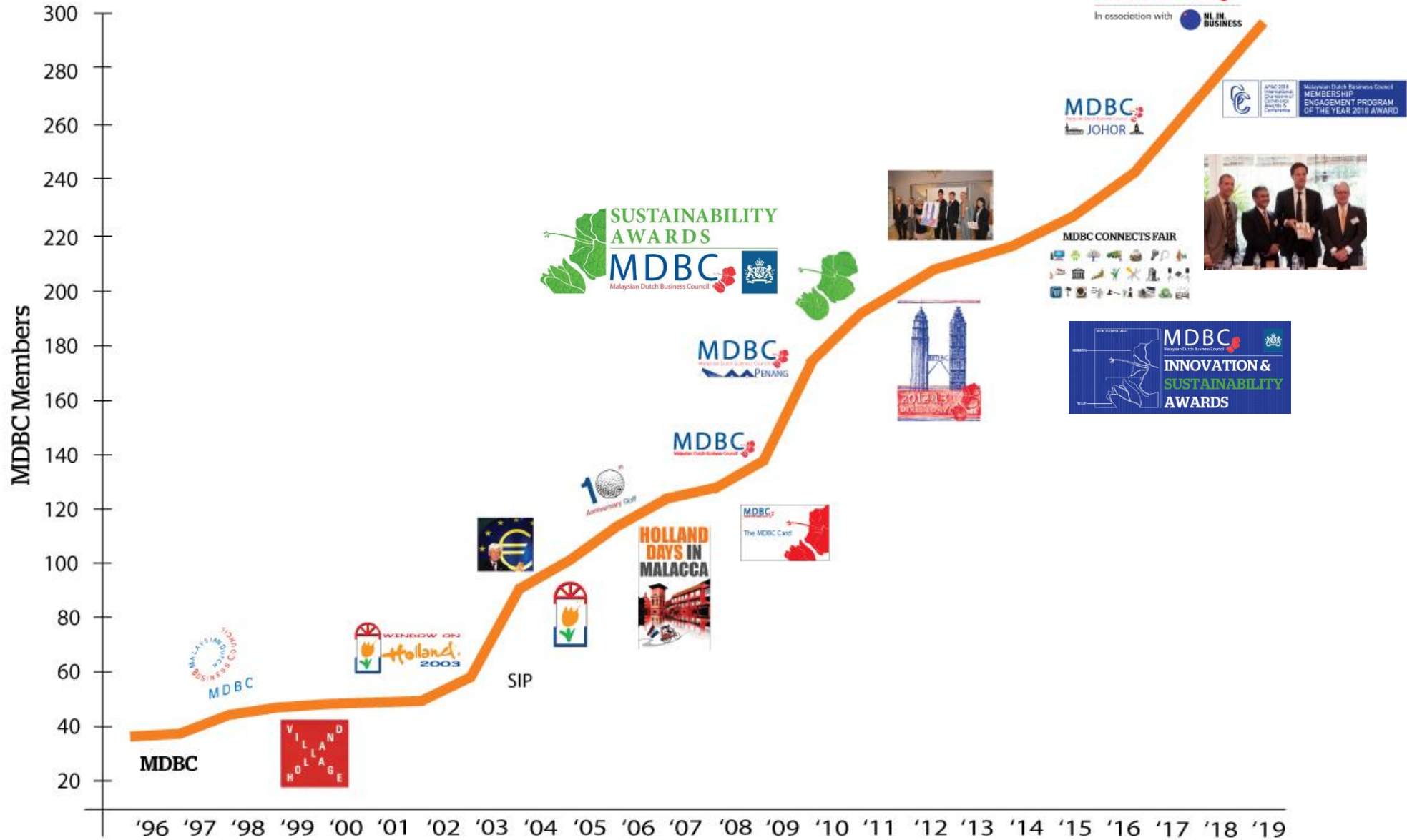


Design & Consultancy
for natural and
built assets



MDBC Members: Dutch (-linked) MNCs and SMEs operating in Malaysia
(not all inclusive)







Accredited by NLinBusiness in 2019

- **Soft landing** in City of Opportunity Kuala Lumpur
- HQ in Kuala Lumpur, with Chapters in Penang and Johor
- Cooperation MDBC – NL Embassy is best practice
- Solid contacts with local authorities



1 of the largest and most active bilateral chambers in Malaysia



25th anniversary in 2021.
Growth from 40 to 300 members



Special programs:



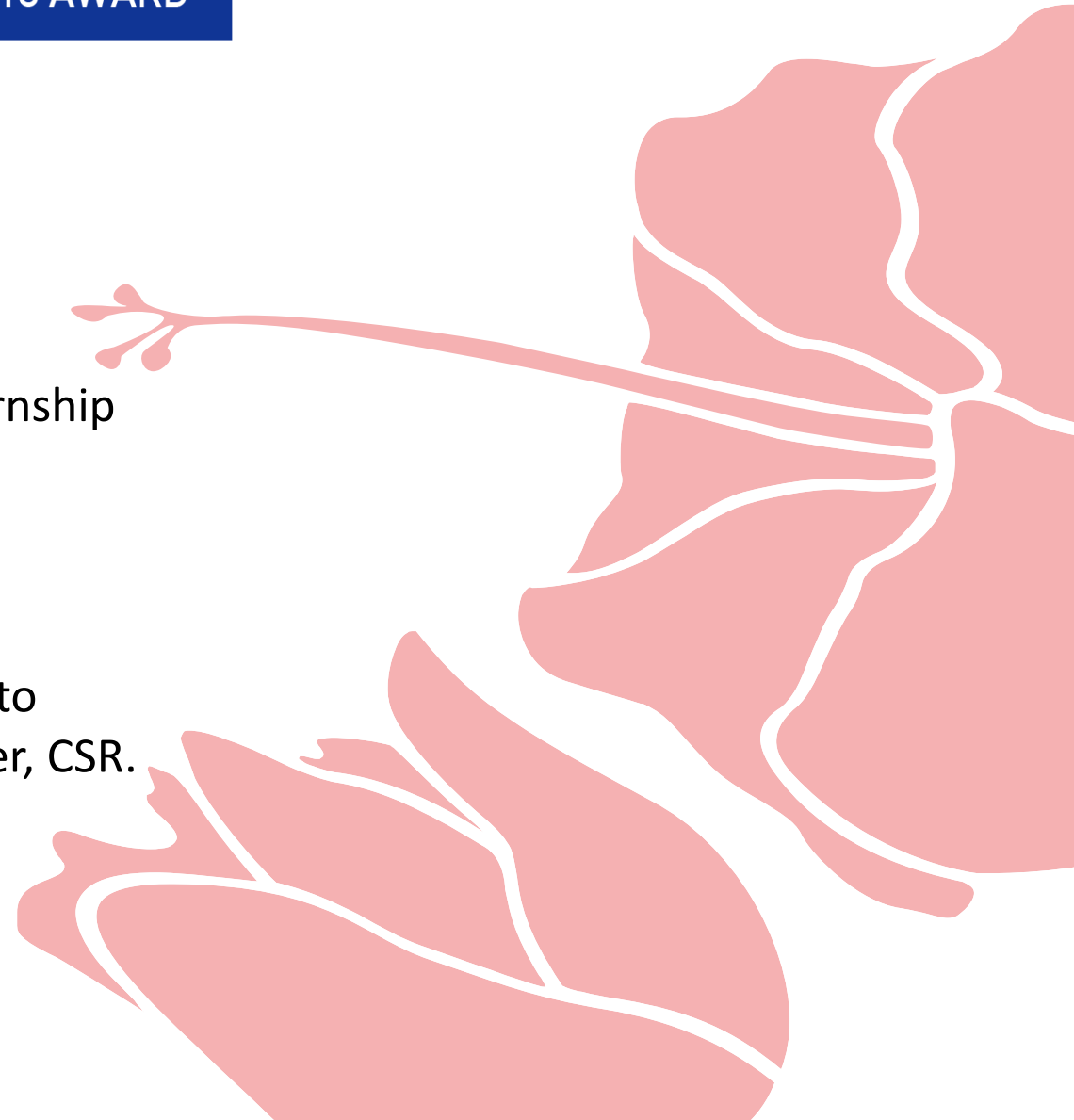
MDBC Student Internship Program:

Since 2004: coordinated more than 1200 internship placements for Dutch students in Malaysia



MDBC Innovation & Sustainability Awards:

Since 2012: special initiative with NL Embassy to create more attention for circular, waste, water, CSR.



THE MDBC NETWORK



Kingdom of the Netherlands



**EUROCHAM
MALAYSIA**
EU-MALAYSIA CHAMBER OF
COMMERCE AND INDUSTRY



ASEAN Dutch Chamber Network



MINISTRY OF INTERNATIONAL TRADE AND INDUSTRY



TalentCorp
ATTRACT • NURTURE • RETAIN

5 redenen waarom je als ondernemer aan de slag moet gaan in Maleisië

Webinar Support



Need support to organize your own webinar or team meetings? Not sure where to start? Expecting a big crowd and feeling overwhelmed? Why not let MDBC provide you with webinar support?

MDBC has a lot of experience in running webinar support. We can help you with checklists, SOPs, virtual backgrounds, presentation slides, interactive Q&As, breakout rooms, speakers, moderators, polls, and test runs. We do it all!

Member companies can hire us to support, coordinate, co-organize, and co-host webinars.

www.mdbc.com.my

De waarde van een NL Business Hub in crisistijd

“In een crisis leer je wat iemand waard is”, zeggen ze wel eens. Hoe zit dat met een business hub in het buitenland? We spreken met Marco Winter, executive director van de [Malaysian Dutch Business Council \(MDBC\)](#), een van de vier geaccrediteerde business hubs binnen het NL Business Hub Network.

Schakel tussen bedrijven en overheid

Op 16 maart besloot de Maleisische overheid dat alle bedrijven en fabrieken hun poorten moesten sluiten – een dag later begon de Movement Control Order (MCO), de Maleisische naam voor de lockdown. De internationale handelskamers, zoals de MDBC, speelden vóór en achter de schermen een belangrijke rol om te voorkomen dat complexe productieketens zomaar 1 dag later om middernacht werden stilgelegd. In een [interview](#) legt Marco Winter, executive director van de MDBC, uit dat veel productielocaties in Maleisië onderdeel uitmaken van internationale supply chains die bij zo'n abrupte verordening ook vastlopen. Dit raakte ook veel van zijn leden, groot en klein, die óf in de essentiële sectoren zitten (zoals voeding en hygienische producten), of toeleverancier zijn voor bijvoorbeeld mondkapjes, latex handschoenen of medische apparatuur.

COVID-19 webportal

Sindsdien heeft de MDBC op haar website een [pagina](#) gemaakt dat dagelijks de updates geeft van de MCO die de lokale overheid uitvaardigt. Marco zegt hierover: “In een crisis als deze waarin zoveel dingen tegelijkertijd op