

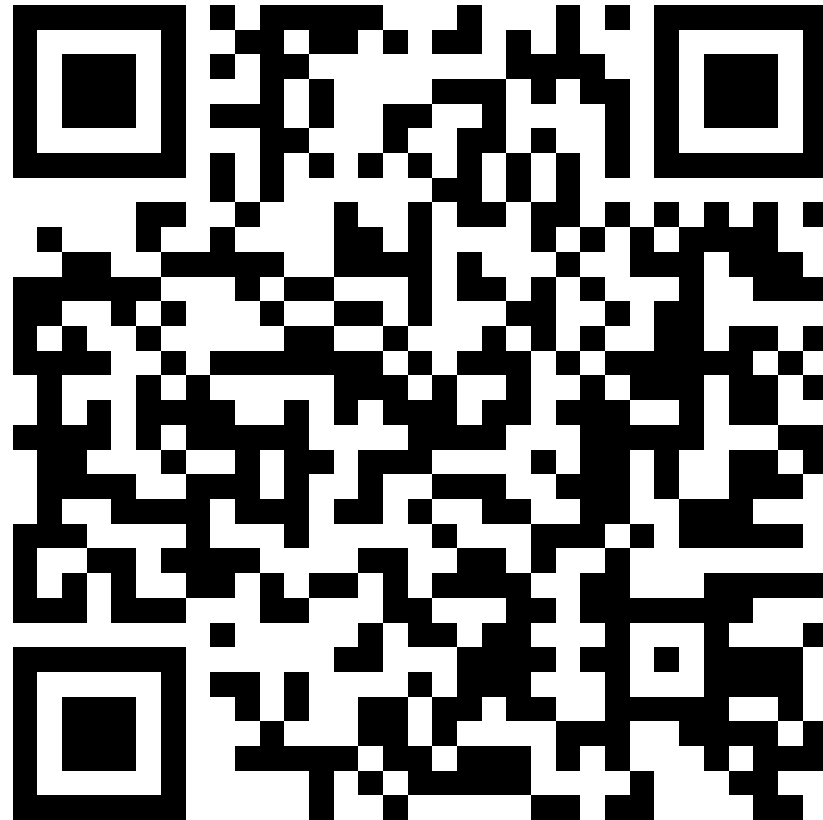
MDBC

Malaysian Dutch Business Council

Meet & Greet MDBC Members



Scan on the QR Code below to view this presentation slide on your phone.



Introduction

Foremost a Membership Organisation

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

Founded in 1996, now between 250 - 300 members

Most important roles of MDBC:

1. Business Services
2. Representation
3. Networking



Members Community

- 275 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 / 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 organisations (some examples)



Plantation



KUALA LUMPUR KEPONG BERHAD



Automotive Holdings Berhad

Basis Bay
Reengineering IT



SKRINE

AVIS
www.avis.com.my



**COMMON
GROUND**



Rahim&Co
international property consultants

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



MDBC Members: Malaysian, Dutch & other companies - Service Providers

Company Secretariat
Immigration & Visa
Logistics & SCM
Hotels, Hospitality and F&B
Relocation
Printing & Photography
Premiums, Merchandise
ICT & SMS & Cybersecurity
Strategy & Change Management
Car & car rental

Audit, Tax, Valuation
Real Estate & Office Space
Legal
Cultural competence
Green Building
Education & Training
IP
App Development
Office Furniture
Debt collection

Banking
HR & Recruitment
Branding, Design, PR
Exhibitions
Travel, Airline
Governance
CSR
Revenue Consulting
Interior Design
Telecomm & Internet

“MDBC is like the Yellow Pages!”

“MDBC is a 1-stop centre!”



The MDBC Network (external):



OTHER CHAMBERS & ASSOCIATIONS IN MALAYSIA

European Chambers
AMCHAM

FMM
MABC Australia

MICCI
JACTIM / KOCHAM

ASEAN DUTCH CHAMBER NETWORK

ADB - DUTCHCHAM (SINGAPORE)
DCCP (PHILIPPINES)

DBAV (VIETNAM)
MDBC (MALAYSIA)

DBN (INDONESIA)
NTCC (THAILAND)



The MDBC Network: MDBC Partners include the Main Malaysian Agencies



MINISTRY OF INTERNATIONAL TRADE AND INDUSTRY



Ministry of International Trade & Industry, its main agencies and several State agencies; most of which are also MDBC members.

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



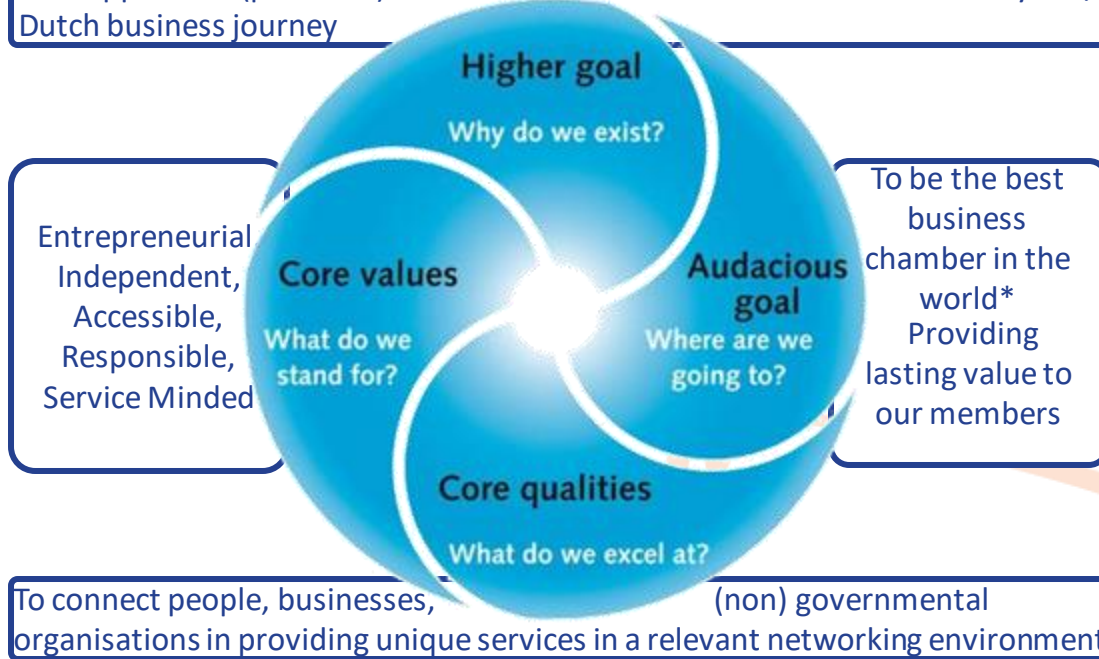
TalentCorp
ATTRACT • NURTURE • RETAIN



MEDINI
ISKANDAR MALAYSIA



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



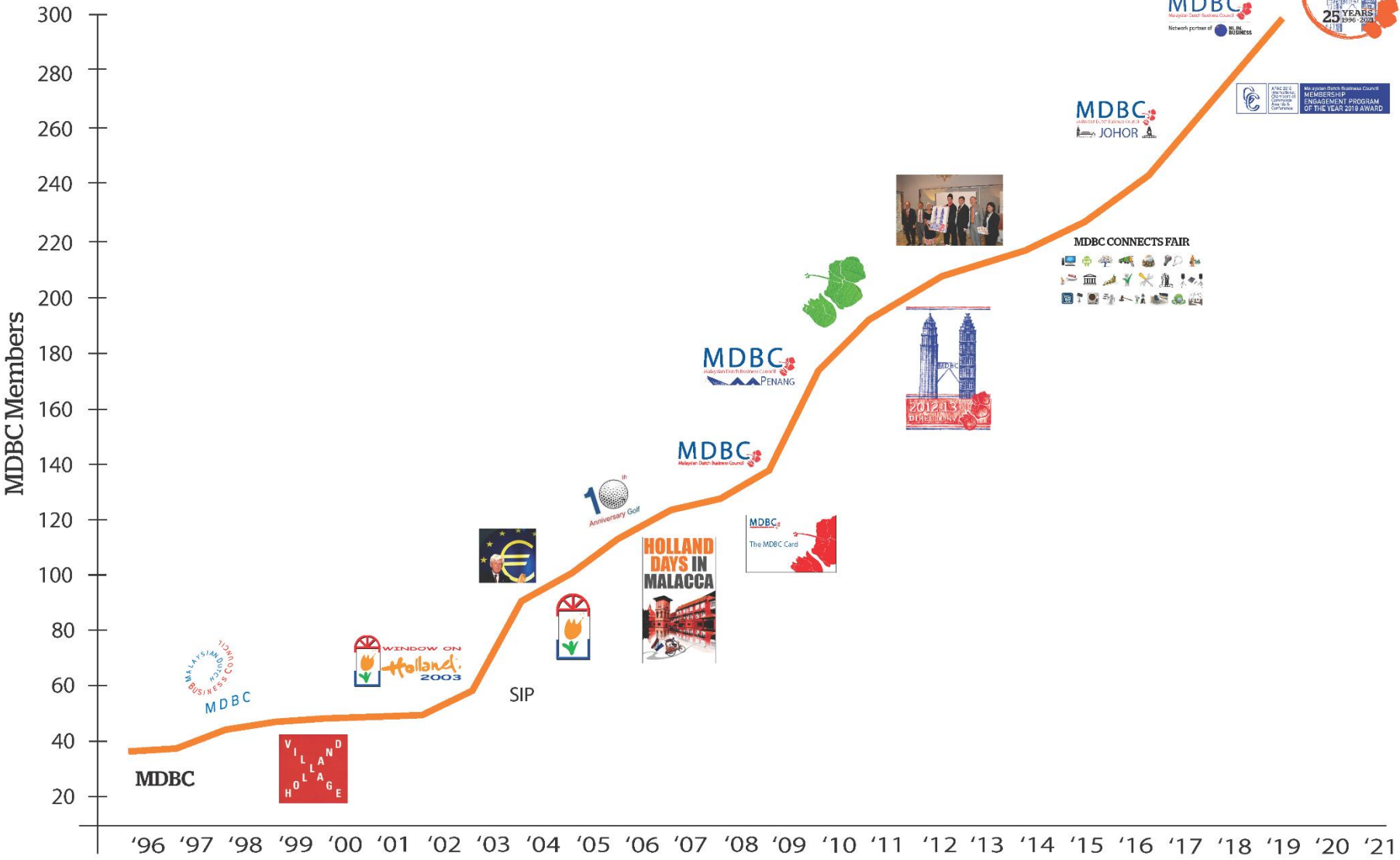
*** 90% of members:**

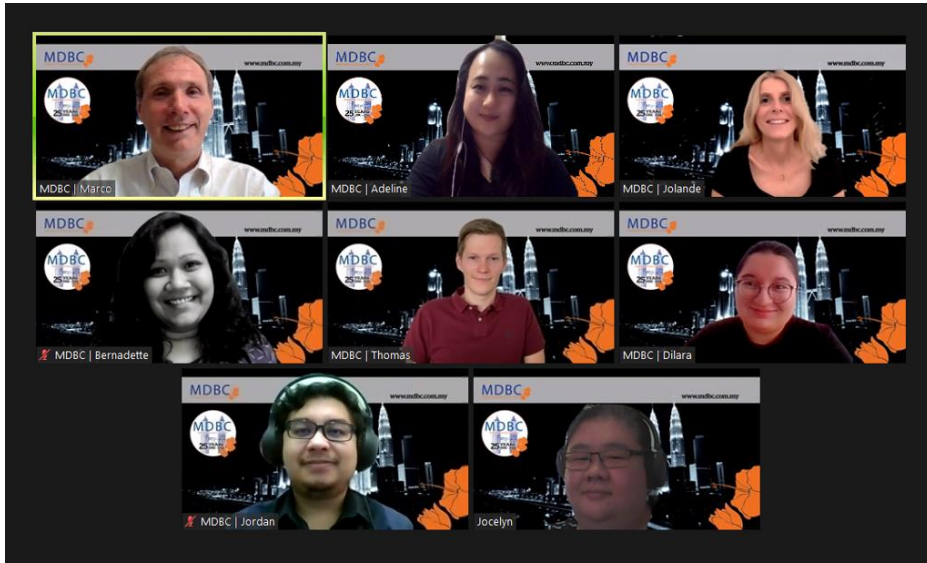
1. are satisfied with the variety and completeness of business services at MDBC
2. are satisfied with MDBC's role in representing their company to relevant stakeholders
3. are satisfied with the networking opportunities provided by MDBC
4. would recommend MDBC to potential members
5. are satisfied with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





The current MDBC Team:

Executive Director: Marco

Events & Membership Manager: Chayenne

Communications Manager: Jocelyn

Office & Admin Manager: Catherina

Student Internship Program Manager: Jolande

Student Internship – Executives: Anniek, Alice







APAC 2018
International
Chambers of
Commerce
Awards &
Conference

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



Network partner of  **NL.IN.
BUSINESS**

- ** MDBC one of the leading Dutch Chambers in the world
- ** 2nd Dutch Chamber in the world to be accredited
- ** Cooperation MDBC – Netherlands Embassy KL best practice globally





South East Asia
Business
Awards 2021



Best Bilateral Business Services
Provider - Malaysia

Best Bilateral Business Services Provider – Malaysia

Malaysian Dutch Business Council (MDBC) is a bilateral chamber of commerce with more than 250 corporate members, focusing on providing business services, representation, and networking. It forges business ties between Malaysia and the Netherlands and works in close partnership with the Netherlands Embassy in Malaysia and with the Malaysian authorities. Considered one of the most active councils in Malaysia and acknowledged as a 'best-in-class' leader among Dutch Business Hubs globally, MDBC has the audacious goal of becoming the best business chamber in the world, providing lasting value to its members.

While MDBC hasn't really changed its core values (entrepreneurial, independent, accessible, responsible, service oriented) since its foundation in 1996, it has been able to more solidly define them, honing in on its strengths, and increasing the breadth of services offered. Throughout its journey so far it has always focused on the value of the membership, ensuring that Dutch companies interested in doing business in Malaysia (and via Malaysia with the wider ASEAN and Asian Region), or

and guidance. It means that MDBC invests in its relationships with each member, personalising and strengthening the bond with each interaction. Knowing them this well adds motivation for the council to work that much harder on their behalf; it wants to see them succeed because it knows that strong, successful members mean a strong and successful business and membership community.

Much like the rest of the world, MDBC's business has shifted to remote working. It ensured that all staff had the hardware and



events it always has, it also delivered webinar events that stood out from all the rest. There were 'non-traditional' webinars such as cooking and exercise/medical webinars. It even started a friendly exercise competition MDBC app to encourage members to keep their activity

the day for live chats so visitors to the Village looking for service providers can find the right match for any multitude of their business needs, all under one (virtual) roof. The Village is free to visit and open to all, worldwide at www.vrexhibition.vruniverse.com.my.

Events

Talks/ Seminars

Visits

Networking/ Social

Dialogues/ Representation

Exhibitions / Conferences

Sector Committees

Government / Authorities

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

EuroCham, ADCN.



Representation

MY Authorities

Trade & Investment Issues

Immigration Issues

Sector Committees

Federal and State

COVID-19 / MCO related

Exhibitions

Support Dutch missions

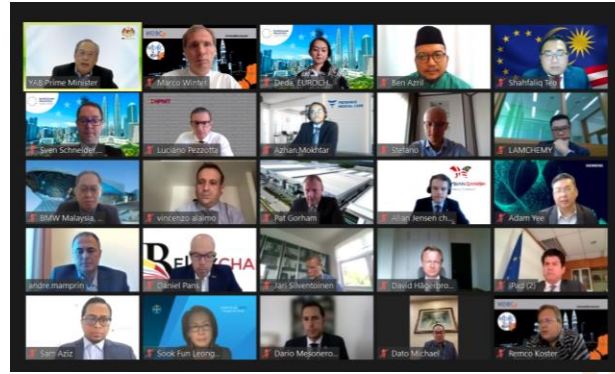
Support Embassy initiatives

Holland Pavilion

Malaysia in NL

ASEAN Business Dialogue/Week

Malaysia / ASEAN / ASIA seminars



Business services

MDBC Chapters in Penang and Johor

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

Penang since 2010, Johor since 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.

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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**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

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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.

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)



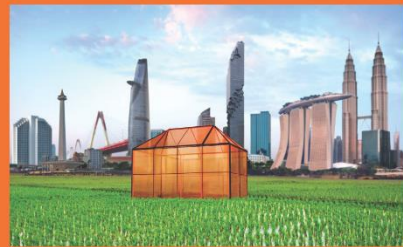
Business services



MDBC Publications & Publicity

Wide exposure for members.

Quarterly Magazine, Directory, Social Media, Media.



Connecting minds for
a sustainable future
Dutch connection in Southeast Asia



Business services

The MDBC Student Internship Program

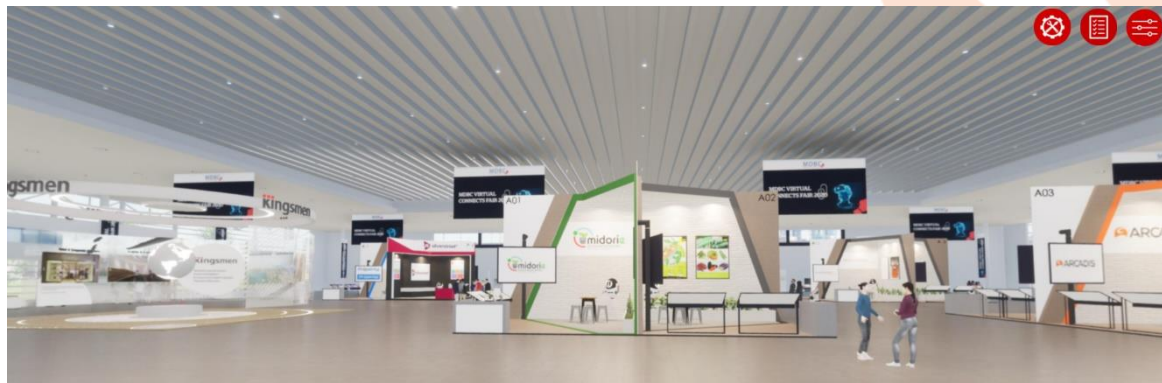
- Placement of >100 Dutch student interns annually, with MDBC member companies in Malaysia!
- More than 1,300 placements since 2004!
- Cooperation with 10 - 12 partner Universities in The Netherlands;
- Orientation / Graduation / Master's internships;
- Wide variety of study areas;
- Internships of 100 nett days (5 months);
- Fully coordinated with cultural briefing, application of work permit, etc.



MDBC Village 2021 - 22

The MDBC Virtual Platform @ KIVEL

- Virtual Connects Fair
- Virtual Directory for/with ALL MDBC members!
- Streaming webinars via the Auditorium
- More activities for/with the members and stakeholders



Rumah Oranje

Hot Desk Services include:

- A flexi desk
 - Zoom room / phone booth
 - WiFi access
 - Small pantry basic refreshments*
 - Company name / logo signage at the door
- Small boardroom
 - Visitors / waiting area
 - Print & Copying facilities*
- *T&Cs apply



Interested? To find out more information, or to book your stay in Rumah Oranje, contact info@mdbc.com.my



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
- >> Directory and VR booth submission!



M D B C

Malaysian Dutch Business Council

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

