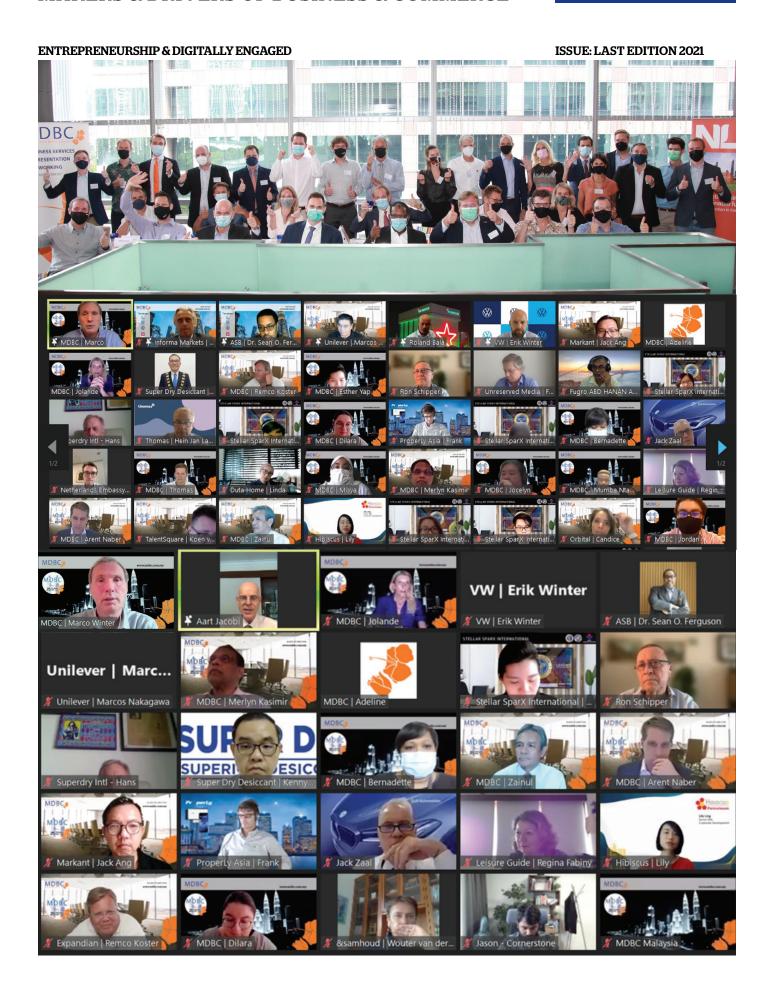
# **MDBCONNECTS**

**MAKERS & DRIVERS OF BUSINESS & COMMERCE** 

MEET THE BOARD

BACK LIVE!

CONNECTSFAIR





# TOUGHER , KINDER TO ON STAINS OUR PLANET



# NEW





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DIRT FOR GOOD X





# A story of how the country could reach the *sky* - carbon-neutral by 2065 - with its unique advantages of *tree* and *sun*

Developed by Shell Malaysia in consultation with key local stakeholders, The Tree, The Sky, The Sun: A Pathway towards Malaysia's Carbon-Neutral Future describes a technically possible but challenging pathway for Malaysia to achieve a carbon-neutral energy system by 2065. It calls for fundamental changes to Malaysia's energy system, at a pace which will be challenging for any nation to meet.

Discover how Malaysia could reach carbon-neutrality by 2065 at <a href="https://www.shell.com.my/treeskysun">www.shell.com.my/treeskysun</a>







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As long ago as 2004, Actiforce redefined dynamic working in offices. Today we design and manufacture height-adjustable workstation solutions in both aluminium and steel (the Steelforce Pro range) for clients worldwide.

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Pro-Business Government



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Political and Economic Stability



Well-Developed Infrastructure/ Connectivity



Young, Trainable and Educated Labour Force



Sound Banking System



Quality of Life



IP Protection



Good Track Record



"Most Attractive Emerging Market in Asia"

(Bloomberg's Emerging Market Scorecard, 2018) 2<sub>nd</sub>

"Ease of Doing Business within ASEAN"

(World Bank's Doing Business Report, 2019) 2<sub>nd</sub>

"Global Competitiveness among ASEAN Countries"

(World Economic Forum's Global Competitiveness Report, 2018/2019) 5<sub>th</sub>

"Digital Readiness among Developing Asian Economies"

(UNCTAD's Business to Consumer, B2C, E-Commerce Index, 2018)









# IN PERSON MEET UPS AND A NEW HOME

Dear MDBC members and friends,

The second half of 2021 fortunately saw business pick up again after the COVID 'slump' / slumber. Malaysia has opened up to almost normal levels but at the same time Holland, and Europe as a whole, is unfortunately facing another lock down after a relatively relaxed summer. These still are crazy times. Also at MDBC, we have noticed a slight decrease in membership, largely due to company closures and relocations (although we managed to welcome 30 new members). We also have not yet been able to properly celebrate our 25th anniversary.

But life and business must go on. Our recently held membership satisfaction survey - more on this next year - showed a real need by our members to network in person again. So besides the many webinars and virtual events - our virtual MDBC Connects Fair has been well received and attended - we have been very lucky to have been able to organise a couple of in person events again. First we had our Day Of The Entrepreneur lunch and networking event at the Traders Hotel Kuala Lumpur in November, which was co - organised with the Embassy and

NLinBusiness. It was also the launch of the yearly MDBC Innovation & Sustainability Awards (MISA). You can find more about the categories for this year and how to participate on our website www.mdbc.com. my. We are looking to organise a physical event and subsequent gala dinner in Q1 of 2022 (in Holland we would say 'Ijs en weder dienende' translation: depending on the ice and weather, but in this case of course the situation around COVID). We also organised a well attended networking event at the BMW showroom in December.

Besides the daily routine, our team has also been busy finding a new office. Whilst we were happy at our current location, it did not offer sufficient expansion opportunities for the additional services MDBC would like to offer to our existing and prospective members in the future. These services include 'soft landing' hot desk spaces that can be rented daily / weekly / monthly / yearly. Watch this space! And I am happy to say that we have found a suitable location at Binjai 8 Premium SOHO, which is located behind the InterContinental Hotel and at walking distance to KLCC as well as our Embassy. We will be moving in the next couple of weeks

and are planning to do a slightly belated New Year's / Office Warming event in the second half of February.

On behalf of the MDBC Team and the Board of Directors I would like to wish everyone a very Merry Christmas and a Healthy, Happy, and Successful 2022!

Remco Koster Vice - Chairman MDBC



# MDBC BOARD OF DIRECTORS

Mr. Zainul Rahim Mohd Zain, Chairman

Mr. Remco Koster, Vice Chairman

Mr. Arent Naber, Honorary Treasurer Dutch Lady Milk Industries Berhad

**Datuk Merlyn Kasimir** Former CEO of Matrade

Mr. Jack Ang

Mr. Wouter van der Weijden

Mr. Koen van Gurp

Ms. Candice Bongers - de Bie

Ms. Renaka Ramachandran

Ms. Cindy Lopez

Ex - Officio: Ms. Eva Oskam Netherlands Embassy

Mr. Marco Winter MDBC Executive Director **Honorary Member of the Board:** H.E. Mr. Aart Jacobi

**MDBC** Founding Patron: Y.Bhg Tan Sri Rafidah Aziz

Malaysian Dutch Business Council Lorong Binjai, Off Jalan Binjai



# CREATING NEW HORIZONS



Boskalis creates new horizons for all its stakeholders. As a leading global dredging contractor and marine services provider, we offer a unique combination of experts, vessels and services. Along with the breadth of our activities and the ability to bring our experts and state-of-the-art equipment together we are also able to combine these specialties to offer clients decreased complexity in multi-disciplinary projects. We are pragmatic in our approach and focused on the end results with safety as our core value.

Interested? www.boskalis.com/offshore

# **CALENDAR**



# NOV

# MON 8 / 4:00PM

ADCN / MDBC: Engaging a Remote Workforce

# THUR 18 / 2:00PM

MDBC: Day of the Entrepreneur (DVD0)

# MON 22 / 5:00PM

ADCN / MDBC: Trading in Southeast Asia

# TUE 23 / 4:00PM

Cultural Impact / MDBC: How to Understand Your Indian Colleagues Better

# THUR 25 / 3:30PM

MDBC: KPMG 2022 Budget Briefing

# DEC

# THUR 9 / 10:30AM

MDBC: Connects Fair Q4 / M4M Environmental Business

# WED 15 / 4:00PM

MDBC: Networking at BMW

# **NOTICE:**

MDBC members will receive personal invitations for these functions by email once all details are confirmed.

All events / dates to be reconfirmed.

# **MDBC 25TH ANNIVERSARY PATRONS**













# **MDBC PREMIUM PARTNERS 2021**





































Randstad Malaysia's 2021 Employer Brand Research surveyed 2,523 local respondents to understand the top employee value proposition (EVP) factors that influence their search for a new employer.

The issue of unmatched salary expectations has always been prevalent, yet it is the most complex to tackle. To strengthen the firm's ability to attract talent, organisations need to proactively conduct regular salary audits and tweak the compensation structure to stay competitive and reflect the current salary trends.

# bridge the work-life balance gap.

At 69%, "good work-life balance" ranked as the 2nd most important EVP factor to Malaysian workers. The survey also revealed a 7-point gap between what employers want and what employers are perceived to offer. Employers could take small steps towards closing the gap and start by taking notes of the support their employees need for better work-life balance.

# don't forget about your younger employees.

23% of respondents said that they intend to switch employers in 2021. Millennials and Gen-Z workers are most likely to do so. To engage and retain these digital natives, organisations will need to step up and strengthen their digital capabilities and constantly introduce them to new technologies and projects.

# how a trusted talent partner can help.

Randstad Malaysia is committed to developing the local workforce capabilities and growing employment opportunities. We conduct global and local surveys regularly to share the latest market insights with employers who are looking to enhance their talent attractiveness and deepen their workforce capabilities. Our specialised recruitment consultants are always ready to share market intelligence across banking, accounting & financial services, construction, property & engineering, technology, manufacturing, sales & marketing, HR as well as corporate support.

Get your complimentary copy of the Randstad Malaysia Employer Brand Research report here today.



# **MDBC**

You don't have to read between the lines to see how active MDBC continues to be!

# HR FORUM 2021

MDBC's annual Human Resources Forum continued in 2021 with sessions on 'Safe@Work' and 'Work & Mental Health Balance'. The first session, Safe@Work, was held together with the Ministry of International Trade and Industry (MITI).

Safe@Work is the Government initiative promoting enhanced public health measures empowering employers to be accountable for containing the pandemic among their workers. It contains Standard Operating Procedures (SOPs) detailing preventive measures and case management through the creation of a Safe Work Bubble.

Also invited to the event was MDBC member Jacobs Douwe Egberts (JDE) Malaysia, a subsidiary of the Netherlands - based parent company. Part of JDE Peet's - the world's largest pure - play coffee and tea company by revenue, their Asia portfolio of iconic coffee, tea, and cereal brands include Super, Old Town White Coffee, Essenso, Moccona, and L'or, inclusive of the F&B cafe busienss under the Old Town White Coffee brand.

With 2,700 employees spread over multiple locations and a substantial supply chain, JDE Malaysia has ample practical Safe@Work experiences to share. They build their own SOPs based on Malaysia's requirements, but enhanced them based on lessons learnt from operations in

China. It adds further rigot to safety protocols, behaviors, and practices in the workplaces, and extends it to worker transportation and improved living conditions in company housing.

Speakers for this session were: Virmala Murugan (Deputy Senior Director - Industrial Development Division, MITI)

Vimala joined MITI in 1996 after graduating from the University of Malaya. She also completed her post - graduated degree at the University of Technology Malaysia. She has sered in both the International Trade and Industry Wings, including being posted twice to MITI overseas offices in the Philippines and Belgium.

Evert Meindertsma (Operations Director - Asia Pacific (APAC), JDE) Evert Meindertsma has spent over 25 years in Senior Manufacturing, Operations, and R&D roles in the Food & Chemical Industries, having worked in the United States, Asia, Australia, the Middle East, and Europe. He moved to Malaysia in 2019 to assume the position of Operations Director - Asia Pacific (APAC).

The second MDBC HR Forum session was 'Work & Mental Health Balance' and featured speakers from International SOS, Randstad, and Thomas International. The speakers all talked about mental health for the workforce team and how building a health culture in the workplace leads

to stronger talent attraction and a better retention strategy.

They also sent into learning how to recognize the signs of mental discomfort in ones self, best practices for supporting personal wellbeing, and how to build a health culture in the workplace.

Speakers for this session were: Dr Tracie Gan (Chief Medical Advisor -Response Centre, International SOS) A certified Mental Health First Aider. Dr Tracie Gan holds a Medical Degree in Medicine from North Sumatera University and has vast experience in trauma and emergency medicine.

Fahad Naeem (Head of Operations -Malaysia, Randstad Malaysia) Fahad has close to 10 years of experience in the HR industry and specializes in technology recruitment.

Lim See Er (Client Development Consultant, Thomas International Asia Pacific)

Lim See Er commands in - depth knowledge of psychometrics and has a Master's degree in Managerial Psychology. She is one of the certified Mental Health First Aiders in Thomas International.

#### Moderator:

Marie Tseng (Founding Director, Cultural Impact)

For the past 20 years, Marie has been working with diverse teams across three continents to create deeper mutual cross - cultural understanding and develop compassionate and inclusive teams.

Recordings of the webinars are viewable on the MDBC YouTube channel at www. youtube.com/c/MDBC-MY. Copies of the presentations from webinars are available in the MDBC online resource center 'The Library' at www.mdbc.com.my/ information/the-library/presentations.

Bottom Left: Clockwise from top left Marco Winter (Executive Director, MDBC), Evert Meindertsma, and Vimala Murugan Bottom Right: Top row Marco Winter, Marie Tseng, and Lim See Er. Bottom row Dr Tracie Gan and Fahad Naeem











# RESIDENCE PASS-TALENT (RP-T)

# WHAT IS THE RESIDENCE PASS-TALENT (RP-T)?

The RP-T is a 10-year pass for highly skilled expatriate talent seeking to contribute to Malaysia's economy on a longer-term basis.

# IS THE RP-T RENEWABLE?

In fact, current **RP-T holders** can now commence their RP-T **renewal** process, just log on to our RP-T website to start.

# **BENEFITS OF THE RP-T**

- Ability to live and work in Malaysia for up to 10 years.
- Able to change employers without having to apply for a new pass.
- → Spouse and children\* are eligible for the RP-T dependent pass.
- Spouse and children\* are also eligible to study in Malaysia.
- → Dependents over 18 years old, parents and parents-in-law are eligible for a renewable one-year Social Visit Pass for up to 5 years.
- → Spouse can also seek employment without the need to apply for an Employment Pass.

\*Children under 18 years old

# **HOW TO APPLY**



# STEP 1

Create your account online at https://www.rpt.talentcorp.com.my



# STEP 2

Submit application, documents and payment online. For any assistance on uploading the documents, email us at RPTCare@myxpats.com.my



# STEP 3

Application processed



# STEP 4

Receive approval notification via email



# STEP 5

Submit documents online for endorsement



#### STEP 6

Submit passports and collect once ready.

\*All applications are subject to the RP-T criteria and all approvals are at the Immigration Department of Malaysia's discretion





# 24TH AGM OVER FY 2020

MDBC held its 24th Annual General Meeting (AGM) for the Financial Year ending 31 December 2020 at the end of September. The event was held online via Zoom and marked the first time the Council had held an online AGM.

As always, MDBC also organized an informative and motivational talk in conjunction with the AGM. This year, the Council presented the MDBC CEO Talk with four CEOs from different sectors who shared their experiences on changing their business model over the past 18 months.

These business leaders talked about the steps they have taken to sustain, or even improve their operations, revenue model, or value proposition, shared how they maintained engagement with their clients, and what their experienes were on team motivation and working in the new

normal.

Speakers included:

- \* Roland Bala (Managing Director, **HEINEKEN** Malaysia)
- \* Gerard Leeuwenburgh (Country General Manager, Informa Markets)
- \* Marcos Nakagawa (General Manager, Unilever Malaysia & Singapore)
- \* Erik Winter (Manging Director, Volkswagen Malaysia)

The event was moderated by Dr Sean O. Ferguson (Senior Associate Dean, Asia School of Business).

A recording of the CEO Talk is available on the MDBC Youtube Channel at www. youtube.com/c/MDBC-MY. For copies of the presentations which were given at this pre AGM CEO Talk, please visit the MDBC online resource center

'The Library" at www.mdbc.com.my/ information/the-library/presentations.

At the AGM itself (and in the previous MDBConnects magazine 'Meet the Board'), it was announced that due to retirement and a changing role within the organization, Philip Kunjappy and Ahmad Hadri Haris would not seek re - election. Joost Folkers (Unilever) would be retiring from the Board due to a relocation back to the Netherlands

Attendees were taken through an update of the MDBC services and products, including those introduced in response to the worldwide shift to online meetings and conferences. MDBC made full use of the opportunities presented expanded its offerings to include webinar support (from coordinating to hosting), and also provided opportunities for webinar livestreams in the MDBC Village Auditorium.

Below: A great crowd for the pre AGM CEO Talk with the heads of HEINEKEN Malaysia, Informa Markets, Unilever, and Volkswagen Malaysia. Right:Marco Winter (Executive Director, MDBC) and Zainul Ibrahim (Chairman, MDBC) Rottom Right:







Above: Speakers panel discussion (I to r.): Top row - Gerard Leeuwenburgh (Informa Markets), Marcos Nakagawa (Unilever Malaysia & Singapore), and Moderator: Dr. Sean O. Ferguson (Asia School of Business); Bottom row - Erik Winter (Volkswagen Malaysia), Marco Winter (MDBC), and Roland Bala (HEINEKEN Malaysia)

There were three additional editions of the Parliament Briefing series by MDBC member Vriens & Partners. Hosted together with our colleagues at the Malaysian Danish Business Council (MDaBC), these editions focused on "Parliament, Pandemic, People" in late July, the "End of Political Polarization" in early September, and the "Malaysia My Second Home (MM2H)" program later that same month.

# PARLIAMENT BRIEFING SERIES

Vriens & Partners is a Singapore headquartered corporate advisory firm specializing in government affairs, public policy, and political risk analysis in Southeast Asia. They provide independent appraisals of the politiical risk associated with existing and potential investments, expert analysis of pressing public policy issues, and strategies for engaging local

stakeholders, and mitigating risk. Featured speakers at the first two editions were Nazhif Yusoff (Country Director) and Shazwan Mustafa Kamal (Associate Director). Speakers at the MM2H edition were Andy Davison (Chief Executive Officer, TEG Media), and Anders Lindstrom (Chief Executive Officer, LL Consult).

# MDBC WEBINARS

# **GKL LIVE LAB**

MDBC member InvestKL introduced their Greater Kuala Lumpur (GKL) Live Lab program to attendees. GKL Live Lab is a strategic program to attract foreign companies to evaluate, pilot, and commercialize tech and innovative solutions for Asian and global markets.

GKL Live Lab is a city concept that entails the use of various locations within GKL as a test bed. It is not restricted to a specific lab or building in GKL. It leverages the availability of GKL's assets and infrastructure for technology testing, e.g. LiFi.

GKL has extensive and advance infrastructure such as connectivity, telecommunications, network, etc. to test and roll out new technologies and innovation for the region and beyond. With focused and targeted approach in investment attraction, the live lab will help companies propel their regional growth from GKL.

Target areas to be funded include
Technology Solution Services, Medical
Technology, Autonomous Vehicle and
Mobility, Pharmaceutical and Medical
Testing and Clinical Trials, R&D /
Design and Development, Deep Tech
and Emerging Tech, Tech, Products &
Services, Environment, Social, and

Governance (ESG) Related Projects, and Other Impactful, Significant, and Sustainable Activities / Services approved by the committee.

For more info about GKL, please visit www.investkl.gov.my/initiatives/greater-kuala-lumpur-gkl-live-lab

# TEST BED

SILICON VALLEY MODEL
Centre for high tech, innovation, venture capital, tech-focused institutions

CITY CONCEPT
Leverage the city's asset and infrastructure

A contract of the city's asset and infrastructure

CITY CONCEPT

Contract of high tech, innovation, opportunity for regional market access

A special report released by the Intergovernmental Panel on Climate Change (IPCC) in 2018 seeks to limit global average temperature to well below 2°C. It also marked 1.5° – degrees as a key tipping point beyond which the risk of extreme drought, wildfires, floods, and food shortages will increase dramatically.

The Earth is already at 1.3° C, and a global response is urgently needed to prevent irreversible damages that climate change brings. In response to this, United Nations Global Compact is currently inviting companies from around the world to join the 1.5° C Business Ambition campaign, where businesses commit and progress their climate action through science — based target setting.

The Business Ambition for 1.5° C campaign has grown from 28 to more than 1,000 companies worldwide in just over two years. Today, these companies represent over \$23 trillion in market capitalization. Leading companies are already proving that 1.5° C compliant business models are possible and these

# 1.5°C BUSINESS AMBITION



Business Ambition for 1.5° C companies in numbers. Data as of 31 October 2021. Extracted from the Science Based Targets status report for the Business Ambition for 1.5° C campaign.

companies are best placed to thrive as teh global economy undergoes a just transition to net - zero before 2050. The UN also launched the net zero standard - the world's first trusted verification framework for corporate net - zero targets - to give business leaders confidence that their near and long term climate action is aligned with science.

In the 1.5° C Business Ambition webinar, attendees were introduced to an overview of the science – based targets, how companies can benefit from embarking on this journey, and the existing opportunities offered by UN Global Compact Network Malaysia & Brunei to assist you in transitioning smoothly to a low carbon future.

# **MDBC**



# DAY OF THE ENTREPRENEUR















The Netherlands marks the Day of the Entrepreneur, or "Dag van de Ondernemer" (DVD0) on the third Friday of November. Organized by MKB -Nederland (the Dutch SME Corporation) since 2016, and in conjunction with the Global Entrepreneurship Week, it celebrates the courage and preserverance of Entrepreneurs and SMEs.

On 18 November, MDBC, in close partnership with the Netherlands Embasy, invited SMEs and Entrepreneurs from the MDBC community to a special DVD0 day. More than a long awaited opportunity for an in person networking event, five major MDBC partners and service providers

were on hand to provide business solution tools and valuable information, along with offers to support entrepreneurship.

Starting off with a special lunch for Dutch entrepreneurs in Malaysia, the event then continued to a launch of MDBC's 25th anniversary edition of the MDBC Innovation & Sustainability Awards (MISA) 2021 / 22 with MDBC Vice Chairman Remco Koster, Netherlands Embassy Deputy Head of Mission Eva Oskam, and MDBC Executive Director Marco Winter (pictured above).

Presentations by the major partners and service providers quickly followed









which included an exciting spin the wheel for lucky draw prizes provided by the providers. Attendees were also able to engage in networking and booth visits with providers for more in depth information.

# MIDA / MAS TO SUPPORT BUSINESS CONTINUITY AND GROWTH



Malaysia Airlines, the nation's flagship carrier has always played a unique role in stimulating trade, promoting tourism and more importantly, asserting the national identity – bearing the Malaysian brand to the world and warmly welcoming visitors to Malaysia. Malaysia Airlines remains one of MIDA's key strategic partners as both organisations share similar goals of bringing the world to Malaysia, driving the long term growth of the country.

MIDA and Malaysia Airlines have extended their decades - long association through a strategic partnership to encourage investors to visit Malaysia through MIDA's Safe Travel initiatives. Starting in June 2021 and due to run till the end of May 2022, business travellers will get to enjoy up to 20% off on Business and / or Economy seats for all Malaysia Airlines international and domestic flights.

Additionally, the Economy Flex tier caters to passengers with constantly changing travel plans and those seeking higher travel flexibilities. This provides a comprehensive flexibility package deal that includes unlimited changes to the date of flight and refunds without a fee, check-in baggage of up to 35kg as well as priority check - in, boarding, and baggage.

The partnership is further bolstered through the OSC Business Travellers Centre (BTC) initiative in KLIA. MIDA has appointed a special team of Malaysia Airlines Cabin Crew to act as Liaison Officers and Duty Officers to actively support incoming short - term business travellers on their entire stay in Malaysia.



Accompanying Business Travellers from the arrival gate and escorting them through their approved OSC Committee itinerary; from health screenings at the BTC and beyond, these officers are on hand to ensure a smooth and hassle - free travel experience.

Malaysia Airlines has also been awarded a full 7 - star rating by AirlineRatings. com for its COVID - 19 health and safety measures, and for its commitment for the highest standards of safety and hygiene, with protective measures in place from the pre - flight experience to arrival.

Group Chief Executive Officer of Malaysia Airlines, Captain Izham Ismail said, "As the national carrier, our strategic collaboration with MIDA allows us to support the nation's key objective in driving investment into the nation. With our decades - long experience in sharing Malaysian Hospitality with passengers, we are pleased to be the gateway to our beautiful nation for our valued passengers. Additionally, by lending a hand with our award - winning Cabin Crew, we are sure MIDA's Business Travellers will undoubtedly experience unmatched support throughout their stay.

When flying with the airline, passengers are reassured knowing that all precautions are instituted to ensure that you can travel confidently. As the nation gears up and waits potentially for the return of international travel, Malaysia Airlines stands ready to serve, particularly with our extensive and unique corporate travel programs to ensure that your business travel goes smoothly. You can certainly rest easy on your travels."

For organisations with business operations in and around Malaysia including the wider Southeast Asian region, Malaysia Airlines' corporate travel program, MHbiz Travel offers flexibility and great connectivity. With the airlines' extensive and strong network in the region coupled with tailor - made services, Malaysia

Airlines optimises business travels by providing corporate discounts, special services and higher flexibility. There are three services uniquely designed to cater to the travellers' specific travel needs, namely the MHbiz Pro, MHbiz Plus, and MHbiz Events.

These specifically allow business travellers to enjoy exclusive perks and bigger savings on their company's travel expenditure. For companies that prefer to self manage their duty travel and enhance their employee benefit, the MHbiz Pro and Firefly Corporate Travel are the best booking tools that can offer an affordable corporate travel solution. Business travellers can also take advantage of Malaysia Airlines' operational benefits such as travel expense system to optimise resources without subscription or registration fee involved, allowing users to design and generate their travel reports to better monitor their corporate travel spending.

For larger organisations in which their travel arrangements are managed by appointed travel agents, MHbiz Plus is a more suitable program. It features better customisation of the company's travel requisites and more rewards, as well as a dedicated Corporate Relationship Manager who will tailor discounts according to the travel volume spent, ensuring the organisation enjoy maximum value on all its flights.

For Meeting Incentive Convention & Exhibition (MICE) organisers, Malaysia Airlines recommends its MHbiz Events Service which offers a tailor - made travel programme and incentive package that is unique to the event's needs.

Partnering with Malaysia Convention & Exhibition Bureau (MyCEB) and Penang Convention & Exhibition Bureau (PCEB), the airline offers both organisers and delegates a unique travel experience with unmatched benefits. Delegates may enjoy travel discounts, earn Enrich Points and gain access to a flexible travel window of up to 14 days. With special fares for groups, a dedicated check - in counter at the airport as well as pre - arranged meet and greet service at the airport including a special welcome onboard announcement, Malaysia Airlines ensure an enjoyable experience that comes every step of the journey.

The Dutch Triple Helix Approach **Powers AI** 

# **MEMBERS NEWS**

Amsterdam tops world ranking for

To achieve net zero emissions across Unilever's value chain by 2039, they're inviting their suppliers to commit to their new Climate Promise.

In 2020, Unilever set out a range of ambitious commitments and actions to fight climate change, protect and regenerate nature, and preserve resources for future generations. At the heart of these is their goal to achieve zero emissions across their own operations by 2030, and net zero across their value chain by 2039.

They've made significant progress, with all Unilever factories, offices, R&D facilities, data centres, warehouses and distribution centres around the world now powered by 100% renewable grid electricity. But a net zero value chain is not something they can achieve alone. They want to empower every one of their 56,000 suppliers to join our climate journey.

To do this, they've launched the Unilever Climate Promise - an invitation for

# UNILEVER: WORKING WITH SUPPLIERS TO BEAT THE **CLOCK ON CLIMATE CHANGE**

suppliers to position themselves on the leading edge of these goals and to demonstrate their shared values and commitment to reducing the greenhouse gas (GHG) footprint of their value chains.

Suppliers willing to commit to the Climate Promise are asked to set a public target to halve absolute GHG emissions by 2030, report openly on their progress, and share their emissions and footprint data with us.

"Through our Climate Promise, we're finding new ways to support our partners to measure, reduce and report on emissions in their own value chains, so that together, we may scale and accelerate our progress for the climate." Dave Ingram (Chief Procurement Officer, Unilever)

Unilever will focus their support on a subset of 300 suppliers that they have identified as having the most significant impact on climate. To support those where they see the greatest potential for emissions reductions, they have simultaneously launched the Unilever Climate Programme, through which they will provide this high - impact group with hands - on guidance and access to tools and resources.

Unilever will be introducing the programme in phases, kicking things off this year with a small group of diverse suppliers who can help shape it, before moving to a pilot involving about 40 companies in 2022. From 2023 onwards, they plan to reach those 300 suppliers who contribute most significantly to their overall greenhouse gas footprint.

# **BOLLORÉ: GREEN SUPPLY CHAINS**

Freight transportation is an important link in supply chain. However, the amount of carbon dioxide (CO<sub>2</sub>) emissions associated with the flow of raw materials and goods has made freight transportation a target for emissions control, to reduce climate impact and air pollution. There is a push for decarbonization policies in the sector, particularly road transport since trucks currently emit 65% of all freight CO2 and is expected to remain the dominant mode of surface transport. Consequently, many companies are making sustainable supply chain an essential part of their business model either by using "eco - friendly" solutions such as freight consolidation, multimodal transportation, or by shortening their supply chain.

Bolloré Logistics, therefore, is implementing greener trucking solutions that allow them to become less dependent on carbonaceous fossil fuels. The company offers green trucking solutions that utilise biofuels or low carbon biogas. Despite certain factors still hindering the adoption

and development of renewable energy technologies, Bolloré Logistics has found a way to help customers identify road carriers that offer green trucking solutions in several countries via their tool - LINK Partners. This tool references thousands of active road carriers who are validated by dedicated road transport managers. Partners can be selected using different criteria such as ethics, QHSE, CSR, and sustainable development. The CSR section covers the truck emissions standard, the types of fuel (diesel, biodiesel, biogas, etc.), or even the implementation of eco driving in conductors.

Freight transportation contribution to global warming and air pollution can be tamed by building a more sustainable supply chain, prioritizing the use of low carbon alternative fuels, and by involving as few intermediaries as possible in the supply chain process, even favoring co - loading, freight consolidation, and multimodal transportation are other ways to reduce carbon footprints.

# **MEGA FORTRIS BENELUX**



MDBC member Mega Fortris is a specialised designer and manufacturer of security seals. In 2001, they established their foothold in Europe, and have since established their Dutch division in Rijnsburg (South Holland).

The Mega Fortris Benelux team consists of Linda Witteman (Sales Director, Astrid van Velzen, and Joanna Szydlo (Sales Support). The Mega Fortris Benelux team provides a 'made - to - measure' solution for each Benelux customer.





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# KL KEPONG RETAINS **GOLD SUSTAINABILITY RATING**

RAM Sustainability has reaffirmed Kuala Lumpur Kepong Berhad's (KLK) sustainability rating within the Gold category and concurrently assigned the group a  $Gold_2$  ( $G_2$ ) rating on RAM Sustainability's newly launched refined rating scale. The rating reflects KLK's strong overall sustainability performance after taking into consideration its environment, social, and governance (ESG) and positive impact attributes. The rating is also based on relevant international and domestic guidelines such as Bank Negara Malaysia's Climate Change and Principle - based Taxonomy.

KLK's G<sub>2</sub> Sustainability Rating is underscored by the following factors:

# - Strong Governance

KLK's sustainability governance is viewed to be consistent with the latest requirements under the Malaysian Code on Corporate Governance 2021 (MCCG 2021).

- Commitment to No Deforestation, No Peat, and No Exploitation (NDPE) KLK abides by the Principles and criteria

Climate Change **Ratings** Supply Chain Natural Capital SUSTAINABILITY luman Resource Social Positive Impact Sustainability luman Rights duct & Service Corporate Current Previous Rating (2019)

Photo Credit: RAM Sustainability

of the RSPO as well as local standards of sustaianble palm oil, the Malaysian Standard on Sustainable Palm Oil (MSPO), and Indonesia Sustaianble Palm Oil (ISPO).

- Robust Human Rights Commitment KLK has put in place various measures to prevent human rights violations.
- Positive Impact on the Economy and Society Through Sustainable Palm Oil **Production and Supply Chain**

KLK supports local planters and economy by implementing various smallholder projects.

- Newly Acquired Operations Required to Comply with the Group's

# Sustainability Policy Relating to NDPE and RSPO certification.

Based on KLK's interpretation of BNM's CCPT, KLK's plantation and manufacturing economic activities are viewed to be C1 - Climate Supporting. The Group has implemented international best practices, including having RSPO certification, adopting the NDPE policies, and implementing sustainable waste management systems to ensure significant contribution to climate objectives and substantially limit harm to the broader environment.

# HEINEKEN MALAYSIA WINS AT SUSTAINABLE **BUSINESS AWARDS FOR 3RD YEAR**



Heineken Malaysia Berhad (HEINEKEN Malaysia) received the Highly Commended Award at the Sustainable Business Awards (SBA) Malaysia 2020 / 2021. During a virtual awards ceremony the award was presented by YB Dato' Sri Mustapa Mohamed, the Minister in the Prime Minister's Department for Economic Affairs.

HEINEKEN Malaysia was highly commended for the strength of their sustainability programmes and their progress. Receiving the Highly Commended Award, Roland Bala (Managing Director, HEINEKEN Malaysia) said, "This is the third

consecutive year where HEINEKEN Malaysia has won at SBA. This strengthens our track record as a responsible brewer, where we remain steadfast to our Brew a Better World sustainability commitments across three pillars - environmental sustainability, social sustainability, and responsible consumption. We have a bold and ambitious commitment to cut carbon emissions, targeting to achieve net zero in production by 2030, and across the value chain by 2040. As of 2020, we have reduced emissions by 15% since 2014 and developed a roadmap with clear targets in improving energy efficiency and adopting renewables. We have also balanced more than 100% of the water used in our production in 2020, 10 years ahead of our 2030 commitment. At our Sungei Way Brewery, we have reduced water consumption by 15.5% since 2014. Our 2030 target is to reduce this by a further 29% to 2.6 hectoliters per hectoliter of beer produced. Since 2017, we have achieved zero waste to landfill by

recycling and upcycling our by - products and production waste."

Renuka Indrarajah (Corporate Affairs & Legal Director, HEINEKEN Malaysia) shared, "We are raising the bar in our Brew a Better World sustainability initiatives in support of the United Nations Sustainable Development Goals (SDGs). Beyond environmental sustainability, we champion inclusion and diversity for social sustaianbility.

We ranked second out of 312 Bursa listed companies in the Board Diversity Index 2021, with 43% of our Board of Directors being women, and have a 50:50 male to female ratio in the middle to senior management positions. Externally, we launched our HEINEKEN Cares community food aid programme with a target to deliver 150,000 meals to vulnerable communities by December 2021. To learn more about HEINEKEN Malaysia's sustainability initiatives, please visit www.heinekenmalaysia.com.

# MALAYSIA INSTITUTE FOR SUPPLY CHAIN INNOVATION

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# **About Us**

The Malaysia Institute for Supply Chain Innovation (MISI) was founded in 2011 by the Government of Malaysia in partnership with the Massachusetts Institute of Technology. The mission of MISI is to create an international center of excellence for research and education in Logistics and Supply Chain Management that actively engages with industry.

MISI is launching a set of short duration programs in Supply Chains aimed at enabling working professionals in supply chain management improve their job performance and gain an insight into emerging technologies.

The Courses are now available in both **ONLINE** and **IN-CLASSROOM FORMATS**, leading to a **CERTIFICATION** opportunity on completion of full courses.

# Supply Chain Management Short Courses, 2021

Procurement Courses	Duration	Price
Negotiation	1 day	RM 1,400
Total Cost Analysis	1 day	RM 1,400
Supplier Relationship Management	1 day	RM 1,400
Category Management	1 day	RM 1,400

Supply Chain Management Courses	Duration	Price
Business Analytics	2 days	RM 2,800
Logistics & Transportation	1 day	RM 1,400
Forecasting & Inventory Management	2 days	RM 2,800
Strategic Supply Chain Management	2 days	RM 2,800

Contemporary Topics in SCM	Duration	Price
Building Supply Chain Resilience	2 days	RM 2,800
Warehousing & Distribution Management	2 days	RM 2,800
Sustainable Developments in Supply Chains	1 day	RM 1,400
Industry 4.0 & Supply Chain Management	1 day	RM 1,400

# Key Take Aways



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- \* Participants who complete the block (■, ▲, or ●) and exam are entitled to receive a **Certification of Competency from MISI.**
- \* All courses are open for individual enrollment and participants will receive a certification of attendance from MISI upon completion.

# MDBC CONNECTS FAIR Q3 & Q4

# 



I to r: Syafini Ridowan (Project Manager - Digital Workforce / Digital Talent Development, MDEC), Gaurav Yadav (Senior Product Marketing Manager, Signify Malaysia), Boon Pei Ya (Asia Sustainability Manager, Arcadis Asia), Keong Chun Chieh (Chief Executive Officer, Ominent), Sarahah Kedah (Co - Founder, Kloth Malaysia Sdn Bhd), and Jazlyn Lee (SEA EPR Regional Coordinator - Sustainable Markets Program, WWF - Malaysia)

The MDBC Connects Fair (MCF) Q3 and Q4 took place last year on 29 September and 9 December respectively.

Teaming up with the Malaysia Digital Economy Corporation (MDEC) for MCF Q3, guests learned more about the government's efforts to incentivize employers to hire unemployed Malaysians via digital re - skilling or upskilling, and

to meet the strong demand for digital business service jobs, as well as higher value digital tech jobs.

Presented by Syafini Ridowan (MDEC), attendees participated in a Q&A session and also found out about how they could reduce hiring costs with salary incentives and increase their new hires' digital and tech skills at a reduced cost via MDEC's

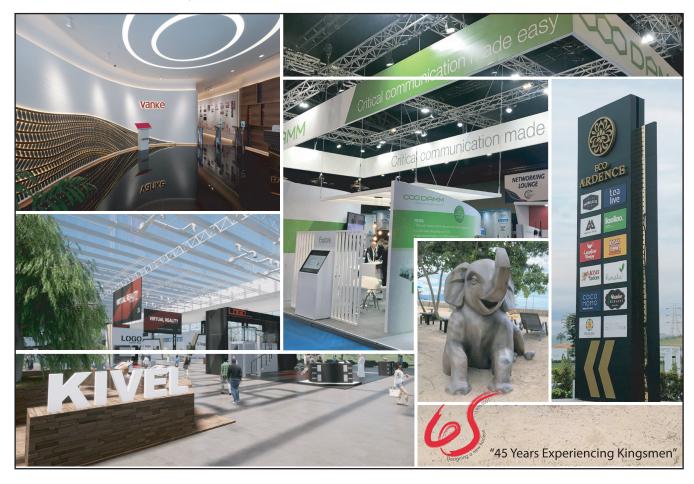
MyDigital Workforce Work in Tech (MYWiT) initiative.

The Q4 edition of MCF wrapped up 2021 with a return to the Members - for -Members (M4M) format. Attendees were invited to an M4M on Environmental Business.

At the heart of the UN's 2030 Agenda for Sustainable Developement are the 17 Sustainable Development Goals (SDGs). It is an urgent call to action by all countries to tackle climate change and preserve our oceans and forests, while improving lives.

As leading companies commit to, and adopt practices that focus on SDGs, it becomes increasingly important for us all to learn HOW to join this journey.

Copies of these (and other) presentations by speakers are available in the MDBC online resource - the Library at: www. mdbc.com.my/information/the-library/ presentations.



# PTP - THE NUMBER ONE CONTAI



Port of Tanjung Pelepas (PTP) is a top port. PTP, a joint venture between Malaysia based MMC Group, and the Netherlands based APM Terminals, achieved a new milestone by becoming the first container terminal in Malaysia to surpass 11 million TEUs throughput volume in a year, further strengthening PTP's position as one of the top 15 global ports. Recently, PTP also hit a historic milestone of handling one million TEUs in a single month. They are the first container terminal in Malaysia to do this.

PTP subsequently registered a total volume of 11.2 million TEUs at the end of 2021, representing an increase of 14% growth in its yearly volume (as compared to 9.8 million TEUs) in 2020.

The 11 million TEU milestone was recorded on 25 December 2021 at approximately 10:00 hrs during the loading process at Maersk Amazon. Meanwhile, the one million TEUs in a single month milestone was recorded on 31 July, 2022. PTP is Malaysia's largest container terminal. The port delivers reliable, efficient, and advanced services to major shipping lines and box operators, providing shippers in Malaysia and abroad extensive connectivity to the global market.

PTP is a joint venture between MMC Corporation Berhad (70%) - a leading utilities and infrastructure group and APM Terminals (30%), a leading global ports group

with a global port network in 62 countries.

MMC Corporation Berhad ("MMC") is a leading utilities and infrastructure group with diversified businesses under four divisions, namely Ports and Logistics, Energy and Utilities, Engineering, and Industrial Development.

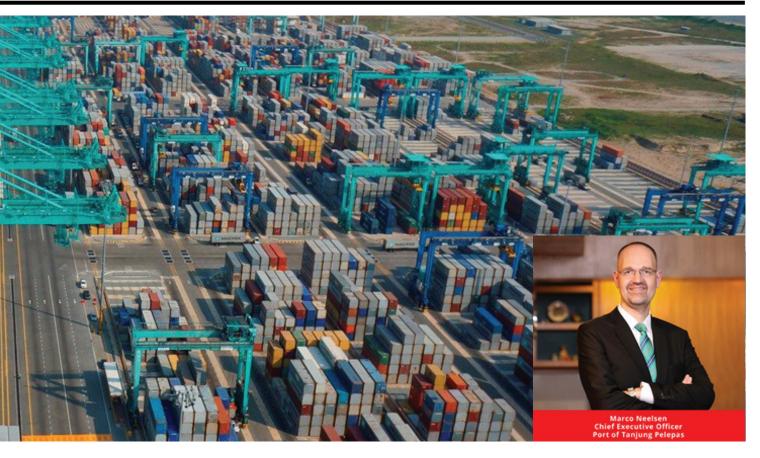
Its key businesses under the Ports and Logistics division includes the port operations of Pelabuhan Tanjung Pelepas Sdn Bhd, Johor Port Berhad, Northport (Malaysia) Bhd, Penang Port Sdn Bhd, Tanjung Bruas Port Sdn Bhd, and Kontena Nasional Berhad, a logistics provider. Internationally, MMC has presence in Saudi Arabia via Red Sea Gateway Terminal Company Limited, a container port terminal within the Jeddah Islamic Port.

APM Terminals operates one of the world's most comprehensive port networks. They are uniquely positioned to help both shipping line and landside customers grow their business and achieve better supply chain efficiency, flexibility and dependability.

The 74 terminals in their global network are operated exclusively by APM Terminals, or together with a joint venture part-



# **NER TERMINAL IN MALAYSIA**



ner. This equates to handling around 250 vessel calls per day and 40 million TEUs per year. APM Terminals is part of A.P. Moller - Maersk.

In January, the final volume figure of 11.2 million TEUs throughput milestone was celebrated at an event attended by Transport Minister Datuk Seri Ir. Dr. Wee Ka Siong, together with then Johor State Chief Minister, Dato' Ir. Hasni Mohammad.

"At the time when other ports around the world are still reeling from the impact caused by various business and operational issues due to the ongoing COVID - 19 pandemic, PTP has shown great resilience in navigating through these challenges. The tremendous growth of PTP over the years has thus truly underlined the value of the maritime sector to Malaysia's economic well - being and the importance of trade economy to the nation".

"As ports are essential contributors to Malaysia's growing international trade, hence crucial to the prosperity of its trade - dependent economy, the Malaysia Government spares no efforts to continuously develop the industry by enhancing its capacity, developing human resources, ensuring the safety of ships and navigation, and continuously providing efficient ancillary services." added Datuk Seri Ir. Dr. Wee Ka Siong.

Dato' Ir. Hasni Mohammad shared that the Johor State Government is very pleased with the growth and contributions made by PTP since its inception in early 2000. Tan Sri Che Khalib Mohammad Noh (Chairman, PTP) explained that the mutual understanding and smart business collaboration that PTP has nurtured with its customers and stakeholders, especially in ensuring transparency in operations and business have thus cushioned both sides from the downside scenario and impact of such challenges.

"By being agile and adaptive to changes in the industry and global market, PTP continuously implemented various strategic improvement initiatives and asset empowerment programs. It encompasses the upgrading of our equipment fleets such as procuring more STS Quay Cranes and subsequently adding landside equipment like Electrified Rubber Tyred Gantry Cranes and Prime Movers. Apart from that, the initiative also covers improving existing infrastructure and further enhancing our terminal efficiency and processes via the digitization and automation efforts. With the increasing demand from customers and our growth prospect, our primary focus now is to optimize our terminal footprint up to 15 million TEUs in the coming years."

Jonathan Goldner (Head of Asia Region, APM Terminals) commented, "On behalf of APM Terminals, I would like to recognise this impressive achievement in very challenging circumstances. APM Terminals looks forward to working with our joint venture partner, customer base, and many important stakeholders to keep PTP at the forefront of the evolving needs of its customers."

More recently, Datuk Seri Wee Ka Siong also lauded PTP for its sterling performance in achieving the one million TEUs in a single month milestone, despite the current challenging business environment. He said that this latest record - breaking milestone and other accomplishments set by PTP over the years underlined the value of the maritime sector to Malaysia's economic well - being and the importance of trade to the nation.



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# STUDENT INTERNSHIP PROGRAM

# MSCN: BUILDING THE MALAYSIAN STUDENT COMMUNITY IN THE NETHERLANDS



Founded in May 2021, the Malaysian Students' council in the Netherlands (MSCN) is on a mission to represent and serve the current and future Malaysian students studying in the Netherlands (NL). The pro - tem committee of MSCN is led by Klarissa Loke (a final year Applied Mathematics student at Rijksuniversiteit Groningen and former MDBC SIP Intern).

While Malaysian students traditionally study abroad at native English speaking countries, the boom in English taught degree programs offered by Dutch universities has started attracting a lot of international students. With top university rankings, leading research across various fields, and competitive tuition fees, more Malaysians are opening up to this alternative for their higher education.

When Klarissa first started exploring NL as a potential destination for further studies she found it challenging to find the right information on student life and development opportunities. Through her internship with MDBC, she was able to meet and work with some of her prospective Dutch university seniors, allowing her to adapt to the new environment easily. Learning that other Malaysian students in NL faced similar struggles, MSCN was created to share timely and relevant information about Dutch student life. Establishing a platform to help fellow Malaysians integrate with Dutch culture and in turn, raise awareness of studying in NL back home.

Within the first six months, MSCN has grown to almost 80 members based in cities all around NL, including Amsterdam, Groningen, Delft, and Rotterdam to name a few. They held their inaugural Pre - Arrival Welcome virtually on 14 August 2021. The event attracted over 35 participants, including incoming students, college students, university counsellors, and agents. Participants met with MSCN committee members and numerous alumni who shared personal experiences and tips for living and studying in NL. For more info about MSCN, visit www.linkedin.com/company/ mscnnl or www.facebook.com/mscn.nl.





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<sup>1</sup>Fluence (UV Dose) Required to Achieve Incremental Log Inactivation of Bacteria, Protozoa, Viruses and Algae Revised, updated and expanded by Adel Haji Malayeri, Madjid Mohseni, Bill Cairns and James R. Bolton. With earlier contributions by Gabriel Chevrefils (2006) and Eric Caron (2006) With peer review by Benoit Barbeau, Harold Wright (1999) and Karl G. Linden

<sup>2</sup>Nadia Storm et al., Rapid and complete inactivation of SARS-CoV-2 by ultraviolet-C irradiation, 2020. Subject to peer review and available only as a pre-print at https://www.researchsquare.com/article/rs-65742/v2. The UV-C irradiance used in this study was 0.849 mW/cm<sup>2</sup>.

# **NL Embassy:** Digitally Engaged



With COVID restrictions in Malaysia still in place, the Embassy team engaged in multiple online events to support Dutch entrepreneurs by introducing them to local businesses, providing information on developments and by showcasing Dutch solutions for the Malaysian market.

The Embassy organized two "Ask me Anything" sessions, specifically aimed at Dutch entrepreneurs with an interest in doing business in Malaysia.

On 30 June, Eva Oskam (Deputy Head of Mission), together with Rob van As (Managing Director, Paques Asia), answered questions about the current situation in Malaysia, the impact of COVID - 19 on doing business, and recent political developments.

On 7 July, Guusta Visser shared insights on exporting to the ASEAN - 5 region. Guusta is the regional Customs Attaché and explained what support the Embassies in the region can provide to Dutch exporting companies and where to find practical information.

In order to support Dutch companies in the defense industry, the Embassy together with the Malaysian Ministry of Defense organized its first Malaysia - Netherlands **Defense Industry B2B Dialogue** from 8 to 9 June.

After speakers from both sides highlighted the potential for further defense cooperation between Malaysia and the Netherlands, the 20 participating companies from both countries were further introduced through online matchmaking. The event was organized in the context of the Coalition for Defense and Security in Malaysia.

The Netherlands aims to lead the way in this development of smart, clean and energy-efficient technologies and global demand for solutions to address climate challenges is rising. To underline this priority, our Ambassador, H.E. Aart Jacobi, provided opening words to the virtual launch of Shell Malaysia's storybook: 'The Tree, The Sky, The Sun'.

This story, developed together with key local stakeholders, illustrates what the energy system could like in Malaysia by



2065 to tackle the challenges of climate change and improve the quality of lives for Malaysians. The event was officiated by the Malaysian Minister of Environment and Water and also featured a roundtable session with experts from the CEO Action Network (CAN).

Malaysia is an interesting market for Dutch healthcare solutions. Between 28 June and 1 July, a delegation of 14 Dutch companies participated in an online mission to Malaysia, Indonesiprogress in technology. Developments like these make it more important than ever for companies to align their operations with social and sustainable initiatives. The path to economic recovery post COVID - 19 will require businesses to re - evaluate their approach to human rights and environmental sustainability if they want to build more resilience, long term value, and improve their viability.

# Responsible Business Conduct

The Dutch government wants to ensure that Dutch companies engage in socially responsible business practices abroad. Responsible Business Conduct (RBC) means that they should take account of the environment, society, and employees in their operations while striving for economic suc-

To make this happen, the Netherlands Ministry of Foreign Affairs recently reformed its policy on RBC. A smart mix of measures to promote RBC (see Figure 1) is supposed to compel companies into more responsible practices. On the European level, the European Commission is also preparing to enforce a new environmental

and human rights due diligence law.

# What is expected from Dutch companies (abroad)?

When producing goods or providing services, s may also approach Dutch Embassie-the-netherlands-in-malaysia/) find out more about the program and registration.

#### **Questions?**

Please send an e-mail to kll-ea@minbuza. and advice.

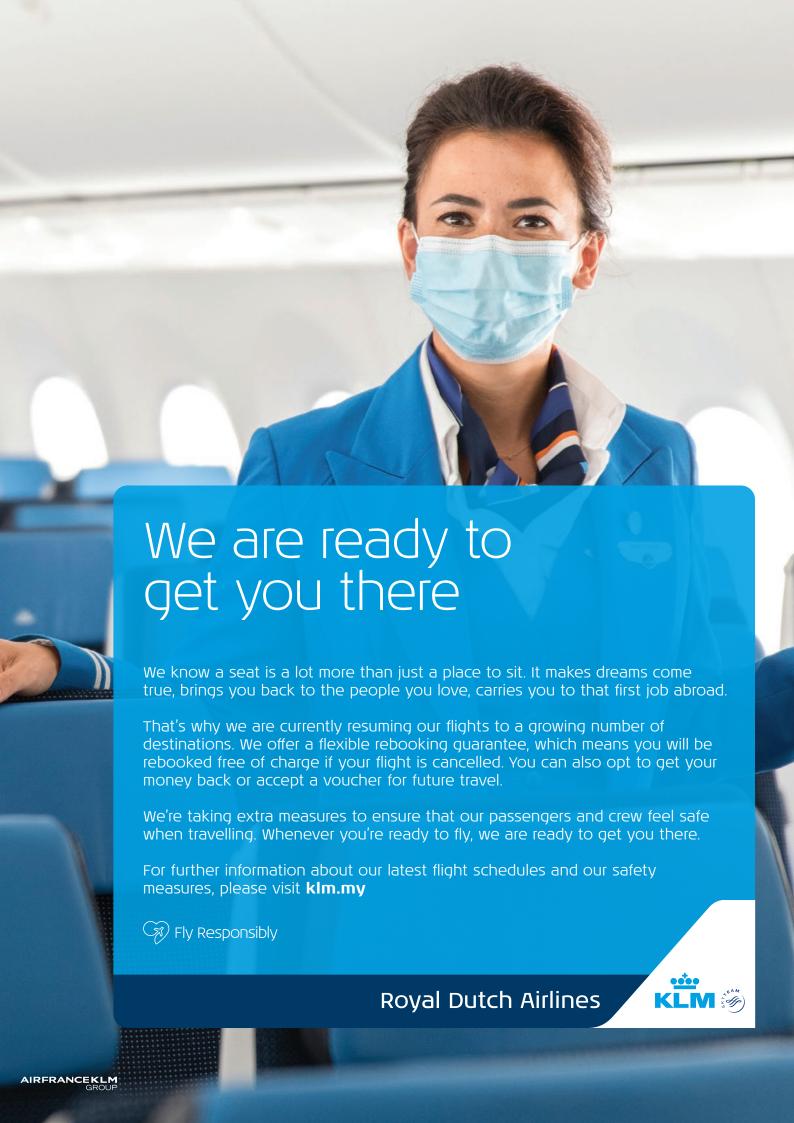
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# **ADCN WEBINARS:**

# INTRODUCING ACCESS2MARKETS



The Dutch Chamber of Commerce in the Philippines, together with the ASEAN -Dutch Chamber Network partners, invited guests to a webinar titled "Introduction Access2Markets: Your EU Gateway to Trade Information" which took place on 18 October. The webinar introduced the Dutch business community across

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the ASEAN region to Access2Markets, a digital tool to access to current and relevant information on exporting to and importing from EU markets. This comprehensive one — stop — shop for smaller companies to obtain information about trading conditions for importing goods into the EU and for exporting goods to over 120 foreign markets provides businesses with tailored information for their products in a few clicks as well as easy — to — read practical information on EU trade agreements, step – by – step guides, tutorials, video testimonials, and much more, in all official EU languages. You can use Access2Markets to: Determine your product codes and what customs duties and national (or local) taxes are required to be paid; Learn about procedures and formalities to follow on importing / exporting; Trade rules and requirements per product; EU trade deal coverage; Claiming duty discounts or reduced tariffs; Market access; Rules of origin; Contacting public authorities in EU countries and abroad; find out the latest updates. Joining the webinar was Adrian Băzăvan (Trade Expert, European Commission), who has been with Access2Markets from its early stages. He currently acts as the Project Manager of the EU - funded Due Diligence Helpdesk on EU Sanctions for EU SMEs dealing



**GEOSYNTHETICS** 



# DRIVING ENERGY TRANSFORMATION

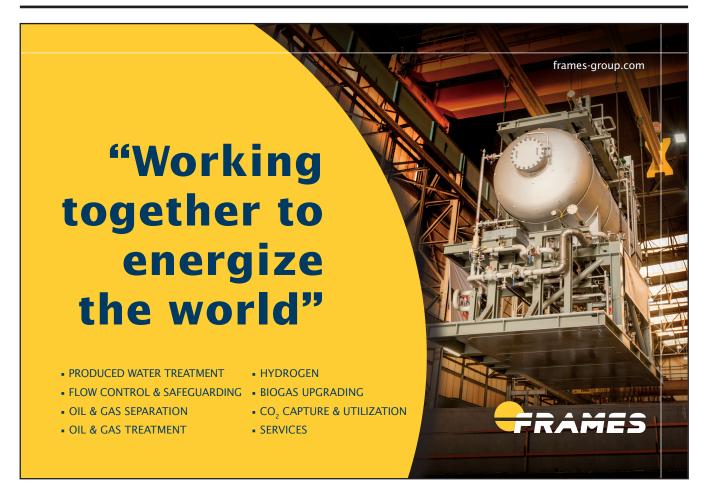


Climate change is an urgent issue and the time to act on climate change is now. Every government, corporation, and individual should assume leadership, re - assess their policy, the way business is conducted, and daily actions. Every

action counts and to make significant changes, we should aim high enough to achieve the desired result.

The Sustainable Development Goals (SDGs) adopted by the United Nations provide a framework for international cooperation to achieve a sustainable future for the planet.

The session ended after a Q&A session with the panel of speakers.



# MEET THE BOARD



Come get to know MDBC's Board of Directors! Continuing with our spotlight on the members of the MDBC Board, in this issue we introduce you to Philip Kunjappy and Ahmad Hadri Haris. We asked our directors three questions to allow you to get to know them better.

Q1: Please introduce yourself the way you would like to be introduced.

Q2: Please explain to our readers what role you play in the MDBC Board.

Q3: Any advice you may have for the community (membership and other external readers)? This can either

be based on your role in the Board or general advice on how to maximize your membership with the Council?

# Zainul Rahim (Chairman, MDBC)

A1: My association with the Dutch started in 1978 when I joined Sarawak Shell Bhd as a Wellsite Petroleum Engineer. Little did I know then that my career with Shell would span some 30 years, including two assignments in the Netherlands. I was the Deputy Chairman of Shell Malaysia when a posting to Egypt was offered in 2005, as the Chairman of Shell Companies in

Egypt and Managing Director of Shell Egypt N.V. I retired in Egypt in 2008 and have since assumed non - executive positions in a number of companies. I am currently the Board Chairman of Hibiscus Petroleum Bhd and Cenergi SEA Bhd, and a Board Member of Standard Chartered Saadiq Bhd.

I am married to Norie and have two children and one grandson. I try to keep fit through daily brisk walks and jogging,





as well as the occasional golf outing. I also enjoy listening to light pop - rock music and the occasional dance with my wife.

A2: I was appointed Board Chairman of MDBC in Jan 2014. As Chairman, I work with the Board and Management to develop a robust and sound strategy and business plan for MDBC, to ensure we continue to deliver value to our members. We also chart a practical growth path for MDBC, to realize our audacious goal of becoming a fully fledged service provider for all members and businesses with Malaysian - Dutch links.

I attend EXCO meetings, as and when required, usually when key or sensitive issues are being addressed. I am also a regular invitee to the Compliance Committee meetings.

Owning to our close and strong relationship with the Netherlands Embassy, we are privileged to be able to lean on their support, as and when necessary, in dealing with various Malaysian authorities and other external challenges.

A3: MDBC has grown into an established trade and investment support organization, known for the successful execution of its three key services: Business Services, Representation, and Networking. Members are encouraged to capitalize on these, as well as join our various activities and webinars, some of which offer good business advice and opportunities, while others provide good information on general matters.

Such events also present networking opportunities for members, albeit virtually. We hope, in the not too distant future, that we will be able to organize in person events that will enable more effective physical networking to take place.

Members and non - members from the Netherlands aspiring to start businesses here in Malaysia, or Malaysians wishing to start businesses in the Netherlands, are recommended to contact our Executive Director or his management team for advice and assistance on the most optimal way to go about setting up such businesses.

Lastly, any feedback you may have, with a view to improve our services to members,

are most welcome.

# Candice Bongers - de Bie (Investor Relations, Orbital Capital)

A1: Having spent my childhood in Malaysia as an expat child of a Shell family, I had the unique opportunity to return with my own family in 2017. And it truly feels like home again. My professional background lies in the financial world, I worked at ABN AMRO for 20 years fulfilling different roles. In Malaysia I continued my financial career with Orbital Capital offering investment funds for high net worth individuals.



I love talking to people about their (financial) dreams and how I can assist in realising them. Recently I also started working for The Ocean Cleanup, which is very rewarding. In my free time I enjoy meeting up with friends, but most of all I love exploring the world with my husband and three children.

A2: The MDBC team does such an amazing job that our role on the board of directors is a very easy one. We form an open and honest group where lively discussions take place in order to help MDBC to an even higher level, to continue the growth and broadening of business services. I also serve on the board compliance committee.

A3: I find networking in the MDBC community extremely valuable. This is where I find new clients for my company and learn about doing business in Malaysia. So I highly recommend that you attend as many events as possible. Now that things are opening up again, I will be very happy to meet you all in real life again!

# Wouter van der Weijden (Partner, &samhoud)

A1: I moved to Malaysia 10 years ago with my wife and three kids from the Netherlands. I am one of the parnters in &samhoud, a boutique consulting firm specializing in solving strategic challenges through behavioral change. We serve multinational and government linked companies across APAC. On a personal note, I'm a big music and football fan! I love all kinds of music, from house to classical. In my opinion, Ajax Amsterdam is the best football team in the world.

A2: I joined the Board a couple of years ago and have been involved in the MDBC strategy and in setting direction for the years to come. Part of this involved formulating the Purpose, Vision, and Values for MDBC.

I am also involved in the Membership Committee where we help keep our members engaged, connected, and inspired. We send out an annual Membership Satisfaction Survey (MSS) to ensure that we can keep adding value to our members.

A3: The more time and energy you invest in engaging and being part of MDBC, the more you will get in return. As fellow entrepreneurs, we face similar business opportunities and challenges in Malaysia and in Asia. From my personal experience, it really helps to learn from, inspire, and connect with one another through this platform. Invite your friends and acquaintances who would benefit from being a part of this network too!



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# NL BUSINESS HUBS EXCHANGE DAYS

In September 2021, the 3rd edition of the Business Hubs Exchange Days was organised in Noordwijk. This was the 3rd annual gathering of NL Business Hubs belonging to the NLinBusiness network. After a kick - off in 2019 and an online session in 2020. the group of Hub Directors and the organising team of NLinBusiness were delighted to be able to meet physically again to share best practices and to receive inputs on latest developments from The Hague.

A dozen Hubs were able to attend in person, while a similar number had to join online due to their local lockdown and quarantine measures. Hubs came from all over



Above: Business meetings at the NLinBusiness office. Below: Visits to MDBC members NiDV and KUBO







the world: Asia, Latin America, the Middle East, and Europe.

Strategic sessions included the growth and development of the NL Business Hubs network and the vision of NLinBusiness as the coordinator.

Practical sessions included the growth, services and revenue models of individual Hubs, board involvement, and a wide variety of workshops such as soft landing for new entrepreneurs in your country.

In addition, several networking sessions were scheduled with high - ranking officials of the Ministry of Foreign Affairs, sector organisations, and other stakeholders who are focused on international trade & investment.

As before, the Exchange Days provided very useful information, motivation and support for the benefit of the growth of the MDBC.

Bottom: Impressions of the Exchange Days



# VISIT TO THE **MALAYSIAN EMBASSY IN THE** HAGUE

While in the Netherlands for the Exchange Days, Executive Director Marco Winter made use of the opportunity to visit several current or potential MDBC member - organisations. He also paid acourtesy visit to the new Malaysian Ambassador to the Netherlands, H.E. Dato' Nadzirah Osman and her team at the Malaysian Embassy in The Hague, during which the basis was formed for the continuation of the excellent relationship between our organisations.

> Visit to the Malaysian Ambassador during her first Malaysia Day celebration. At the private introductory luncheon at the residence.







# THE FUTURE OF PACKAGING

HQ Pack is one of the world's leading companies in the field of high - tech packaging. We clean, develop, produce, manage, and distribute packaging for high - quality and fragile industrial products. Our customers are leading, renowned companies active in the following market segments:

- \* Semiconductor industry
- \* Electronics industry
- \* Medical and Optical Technology industry
- \* Aerospace industry
- \* Machine Construction and Mechanical Components

HQ Pack is a full service distribution partner. We develop optimal packaging solutions and distribution processes for high - tech industrial products in close cooperation with the customer. The results are various handling tools and types of packaging which allow products to be transported over long or short distances without any problems. The solutions vary from simple cleanroom packaging to high - end, customized packaging composed of different parts and materials.

HQ Pack's strength is the total solution that it provides. HQ Pack does not only develop customer specific packaging solutions, but takes care of the entire process, from the packaging materials and cleanroom activities, to the logistical processes. Via the return packaging service, HQ Pack ensures that reusable packaging is collected from anywhere in the world, and that it is cleaned and repaired that it is returned to its original condition.

HQ Pack's activities can be divided into the following:

- \* Production
- \* Cleanroom Solutions
- \* Project Development
- \* Logistical Services

HQ Pack's headquarters is located in The Netherlands. HQ Pack also has branches in Malaysia, Singapore, and the United States of America, which allows us to provide a complete range of our services worldwide.



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Developing

Producing

Cleaning

Distributing

HQ Pack provides the solution for every packaging problem!

# KPMG: The Net Zero Readiness Index

# Extracted from Net Zero Readiness Index 2021. KPMG International

The Net Zero Readiness Index (NZRI) is a tool by KPMG that compares the progress of 32 countries in reducing the greenhouse gas emissions that cause climate change. It assesses their preparedness and ability to achieve Net Zero emissions of these gasses by 2050.

KPMG selected 32 countries to capture insights from across developed and emerging economies and current energy exporters. They include members of the G20 intergovernmental forum, as well as G20 invitees, which are emerging or large economies, members of the Organization of Petroleum Exporting Countries (OPEC), and countries that had a Net Zero target in place at the time of framing the methodology.

The NZRI uses the World Resources Institution definition of Net Zero. Primarily, this involves reducing greenhouse gas emissions caused by humans as close as possible to zero. Remaining emissions are balanced by an equivalent amount of carbon removal from the atmosphere, effectively neutralizing humanity's future impact on the world climate

# How the NZRI Works

The NZRI considers 103 indicators that KPMG considers key drivers to achieving Net Zero. These have been split between national preparedness and sector readiness. National preparedness considers a country's national commitment to decarbonize, its past decarbonization performance, and the national enabling environment for decarbonization. Sector readiness covers the five highest emitting sectors: electricity and heat, transport, buildings, industry, and agriculture, land use, landuse change and forestry (in the report referred to as agriculture, landuse, and

The Index looks at the indicators for sector readiness through three lenses: decarbonization status, government action, and delivery capability. The indicators are aligned to the fifth assessment report of the UN's Intergovernmental Panel on Climate Change, published in 2014, and insights from KPMG professionals.







Readiness Index

# Malaysia (Ranked 21st)

In response to the threat of global warming, Malaysia has adopted the Paris Agreement and committed to a 45% reduction in emissions intensity of GDP by 2030 compared to a 2005 baseline. As of 2019, the country was able to reduce its carbon emissions intensity rate to 33%. In September 2021, following the release of the 12th Malaysia Plan, Malaysia's Prime Minister announced a carbon neutrality target of 2050. The government will no longer build new coal fired power plants and a comprehensive National Energy Policy will soon be introduced. Carbon pricing and carbon tax will be introduced alongside other carbon reduction measures after a review of the low carbon development strategies by the end of 2022.

The country has some strong initiatives in place including its Green Technology Financing Scheme (GTFS). The GTFS is to subsidize work in sectors including renewable energy, buildings, transport, and manufacturing. Through this scheme, the government is able to facilitate more green projects and business.

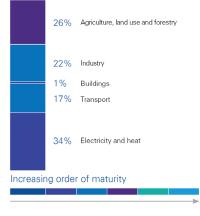
New buildings typically meet standards for energy and water - use efficiency due to the implementation of appliance and efficiency standards, although these do not cover construction and materials. Malaysia also has some buildings that meet the World Green Building Council's platinum standard.

Malaysia has also established the Energy Audit Conditional Grant, an energy efficiency program under the 12th Malaysia Plan, for implementation between 2021 - 25. It is supported by grants for organizations in the commercial and industrial sectors to help them collaborate with local energy service companies registered with the Energy Commission to conduct energy audits in their buildings.

The country's pension fund, the Employees Provident Fund, has announced its aim to having a fully ESG - compliant portfolio by 2030, through its sustainable investment policy and became the signatory of the UN Principles of Responsible Investment. With that, there is likely to be more inflow of funds towards the ESG agenda, including Net Zero.

Bank Negara Malaysia, Malaysia's central bank, has implemented initiatives for the financial sector to address issues on climate change, which include the Climate Change and Principles - based Taxonomy (CCPT) and the Value - based Intermediation Guidelines (VBI). The CCPT aims to classify activities based on their impact on climate change and to steer financial flows toward activities that promote the transition to a lower carbon economy. The VBI is aimed to provide the outcomes of Islamic financing to generate positive and sustainable impact to the economy, community, and environment.

#### Sector emissions shares and performance



Source: KPMG International (2021)

For the full report, please visit www.kpmg.com.my/impact

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**BOON EDAM** YOUR **ENTRY** EXPERTS.

# **MY SERVICES - BUSINESS SERVICES**

Not all MDBC member-companies are involved in bilateral trade or investments; a very important part of the MDBC community is our service providers. They provide the services (or products) which all organisations, and often especially the potential Dutch investors in Malaysia, require. The ease of doing business within the MDBC community has substantially increased thanks to our service providers. This page is specially dedicated to them.

# **INTERIORS & EVENTS**

# **AIRLINE**

# HOTEL

# KINGSMEN -

No 5 & 7, Jalan 6 / 2b Taman Industri Selesa Jaya 43300 Seri Kembangan Selangor Darul Ehsan

Tel: +603 - 9076 1010 kingsmen@kingsmen.com.my www.kingsmen.com.my

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11 Jalan Dato Onn Sasana Kijang 50480 Kuala Lumpur

Tel: +603 - 9179 4110 info@asb.edu.my www.asb.edu.my

ASB offers both degree and non - degreed programs. Its flagship program is full time, 20 - month MBA program features a core curriculum taught by MIT Sloan and ASB faculty, complemented by Action Learning projects with organizations across Asia and beyond. The curriculum includes a four week MIT Sloan Immersion, as well as two week long Industry Treks during which students will visit companies and institutions of interest in the US and China.

# SUNWAY MEDICAL CENTRE

No 5 Jalan Lagoon Selatan 47500 Bandar Sunway Selangor Darul Ehsan

Tel: +603 - 7491 9191 / 5566 9191 smc@sunway.com.my www.sunwaymedical.com

Sunway Medical Centre is an Australian Council on Healthcare Standards (ADHS) and Malaysian Society for Quality in Health (MSQH) accredited private hospital.

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# WARM WELCOME

As always, we constantly expand to include new and interesting partners as part of our international community of business professionals, allowing our members to find more opportunities for success. To that end, we would like to extend a very warm welcome to the MDBC Community for the following new members:



# BMW MALAYSIA SDN. BHD.

#### **BUSINESS ACTIVITY:**

BMW Group Malaysia is the representative of Bayerische Motoren Werke (BMW) AG in Malaysia with activities that cover the wholesale of BMW, MINI, and BMW Motorrad vehicles, spare parts, and accessories, as well as the overall planning of sales, marketing, after - sales, and other related activities in Malaysia.

#### CORPORATE REPRESENTATION

Denise Oh, Business Manager Corporate Hans de Visser, Managing Director

#### **CONTACT:**

3501 Jalan Teknokrat 5 63000 Cyberjaya Selangor Darul Ehsan

Tel: + 603 - 8887 3888 Website: www.bmw.com.my



# DSM NUTRITIONAL PRODUCTS MALAYSIA

# **BUSINESS ACTIVITY:**

Royal DSM is a global, purpose - led, science based company active in Nutrition, Health, and Sustainable Living. DSM's purpose is to create brighter lives for all. Our products and solutions address some of the world's biggest challenges while simultaneously creating economic, environmental, and societal value for all of its stakeholders - customers, employees, shareholders, and society at large. We focus on human nutrition & health, food & beverages, personal care, and aroma ingredients, and animal nutrition & health.

# CORPORATE REPRESENTATION

Christina Celestine, Regional Director of Communications Dr Tan Seow Pheng, General Manager

#### **CONTACT:**

Lot 105, Jalan Satu Kawasan Perindustrian Olak Lempit 42700 Banting Selangor Darul Ehsan

Tel: + 603 - 3182 3888 Website: www.dsm.com

# **BUSINESS ACTIVITY:**

ESCATEC designs and manufactures high - grade electronics and box build solutions for a wide range of market segments.

## **CORPORATE REPRESENTATION**

Carolus Lambertus Schutters, General Manager

# CONTACT:

Industrial Zone 4 11900 Bayan Lepas Pulau Pinang Penang

Tel: + 6012 - 366 8400

 ${\sf E\ mail:\ lambert.schutters@escatec.com}$ 

Website: www.escatec.com/en



**ESCATEC SDN BHD** 



# **MAXIS BROADBAND SDN BHD**

#### **BUSINESS ACTIVITY:**

Maxis is Malaysia's leading converged solutions provider, giving high quality digital services and connectivity solutions.

With digitalization changing the way we live, communicate, and access services, we continue to be at the forefront of innovation through our products and services for consumers and enterprises, leveraging our no. 1 converged network that extends to over 93% of the country's population and one of the widest retail networks nationwide.

#### CORPORATE REPRESENTATION

Frederick Lim. **Head of Sales (Central)** Ivy Lew, **SME Channel Manager** 

#### **CONTACT:**

Level 17 Menara Maxis 50088 KLCC Kuala Lumpur

Tel: + 6017 - 333 8128 / + 6016 - 628 2722 E mail: limch@maxis.com.my / ivylew@maxis.com.my Website: business.maxis.com.my/en/SME

# **BUSINESS ACTIVITY:**

We are a social enterprise in Manila that supports the creation and sales of unique bags with beautiful, handwoven textiles from the Philippines, made by ambitious mothers in Manila fighting for a better life. We work together with NGO livelihood programs in the Philippines, and train mothers to become bagmakers so they can earn an income and send their kids to school. By purchasing our products you support their programs, the women involved and their families. We believe we can support each other in realizing our dreams. Empowered women, empower women.

#### CORPORATE REPRESENTATION

Martine de Leeuw, **O**wner

#### **CONTACT:**

71 Persiaran Nusantara 50480 Kuala Lumpur

Tel: + 6012 - 609 1368 E mail: info@notadaydream.com Website: www.notadaydream.com

# MANILA

Not a daydream

**NOTADAYDREAM** 

# Payung ingga

**PAYUNGJINGGA** RESOURCES

# **BUSINESS ACTIVITY:**

We are a group of professionals (including retired professionals) comprised of a fistful of 'hands on' smart thinkers. With aims to reduce the growing poverty and social intolerances, PayungJingga designs and brings sustainable social changes to

We create as much decent paid jobs and business opportunities as possible for those without the support of aid organizations.

# **CORPORATE REPRESENTATION**

Peter Buitelaar, **Senior Executive** 

# **CONTACT:**

Level 15, DPulze Lingkaran Cyber Point Timur, Cyber 12 63000 Cyberjaya Selangor Darul Ehsan

Tel: + 6017 - 943 5374 E mail: admin@payungjingga.com Website: www.payungjingga.com

# INDIVIDUAL MEMBERS

# **Anbath Shanmugam**

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E mail: info@dennisakkerman.com

## Simon Landsheer

12 Laman Tunku Bukit Tunku 50480 Kuala Lumpur Tel: +6019 - 331 7092 E mail: simon@mazarus.com

# PICTURE PERFECT

# Yes, back to live networking!

After all the lockdowns, we were able to get back to live networking in November 2021. First up: the special Day of the Entrepreneur event hosted by the Netherlands Embassy and MDBC. In December followed by a Board of Directors gathering and a very enjoyable networking evening at the BMW showroom at Jalan Tun Razak.





































# PICTURE PERFECT

































# The Intermovers Advantages

Intermovers is passionate about personal service. We have a deep drive to constantly grow and improve our products and services. Transparent, so you know exactly what is going on at all times. Reliable, because we take full responsibility for your entire relocation process. With a global reach that delivers strong commitment and consistent quality in every corner of the world.

# **Around the World**

Intermovers is a founding share holder of the Harmony Relocation Network which is one of the world's leading move management organizations. With over 140 members serving 180 countries, we provide a single-source supply of services to meet any global corporate assignment management's requirements.

# **Our Services Include:**

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- · Air-Conditioned Storage



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A Member of



















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This region has more than 600 million people in 13 countries with diversity in culture and food habits. Being close to the market enables the us to develop the best high performing varieties, totally attuned to the local (climate) conditions.

With more than 20 hectares of research & development farm, several greenhouses and tunnels for breeding activities, phytopathology research and farm support buildings, we are breeding for the new vegetable varieties for Asia.



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