



**August  
2020  
Issue**

**MIDA**

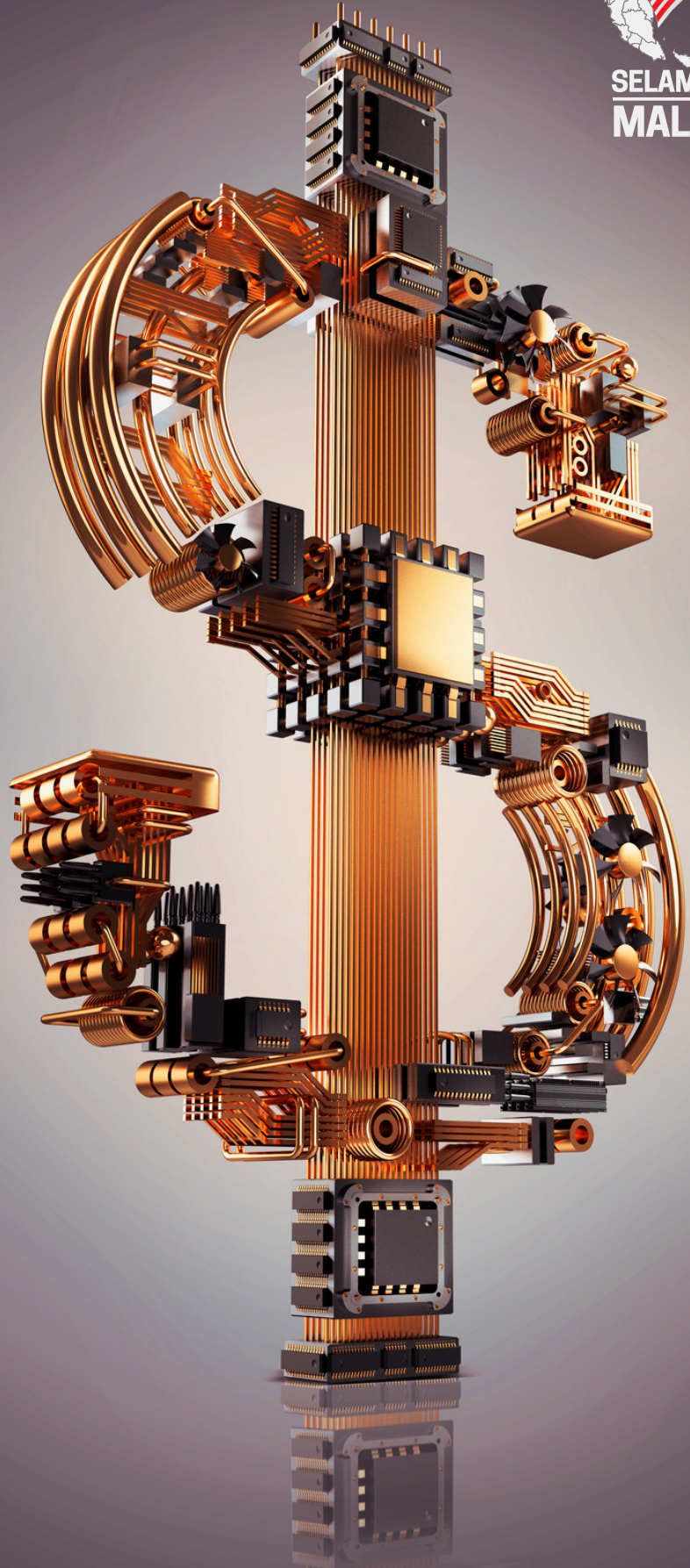
MALAYSIAN INVESTMENT DEVELOPMENT AUTHORITY

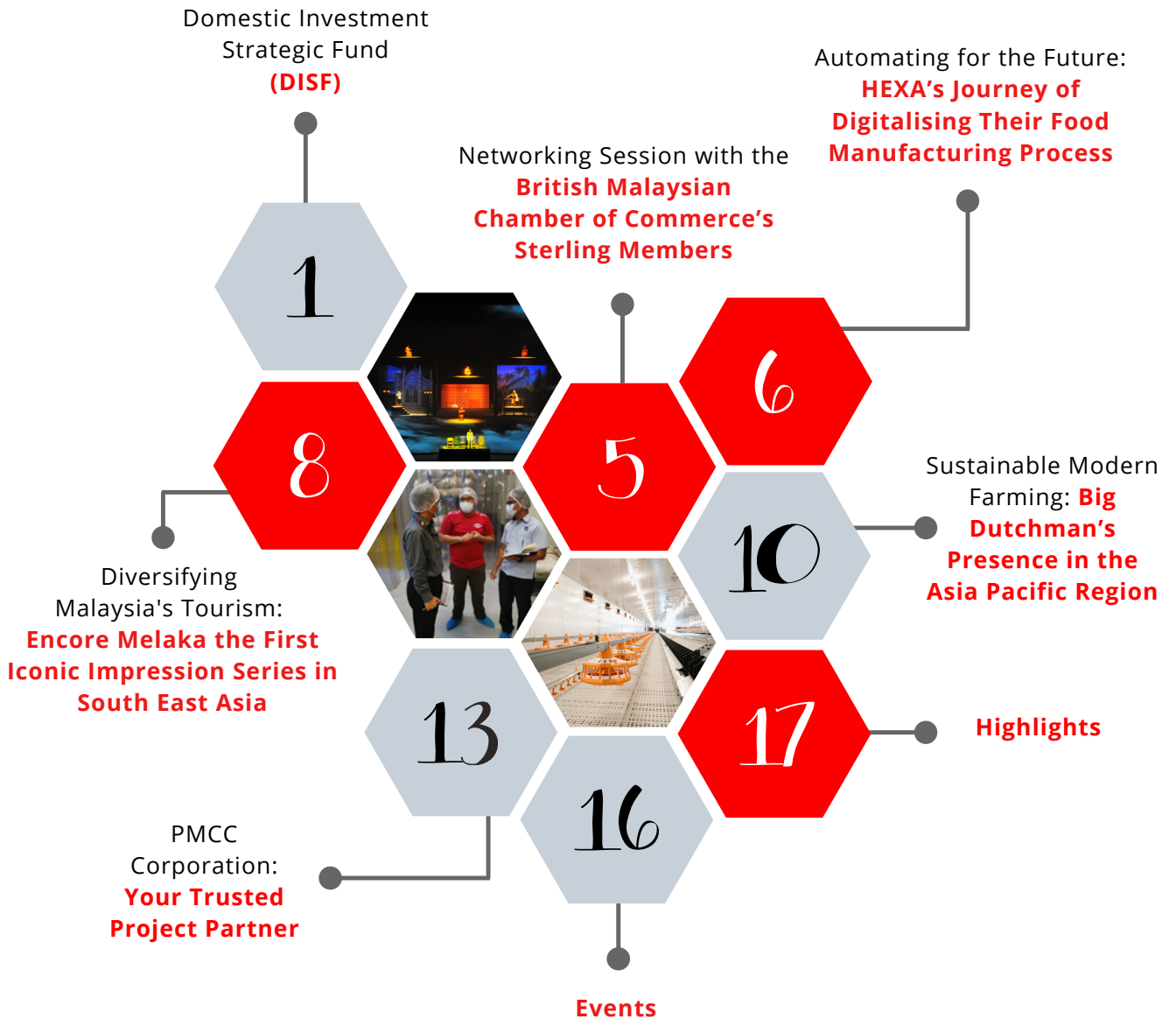


**SELAMAT HARI  
MALAYSIA**

**MALAYSIAN INVESTMENT DEVELOPMENT AUTHORITY**  
**E-NEWSLETTER**

**A MONTHLY INDUSTRY UPDATE FOR GLOBAL INVESTORS AND MORE!**





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# Domestic Investment Strategic Fund (DISF)

1

## WHAT is Domestic Investment Strategic Fund(DISF)?

- DISF of RM1 billion was introduced in July 2012 under the Domestic Direct Investment Initiatives (DDI).
- The fund is in the form of a matching grant (50:50) provided to Malaysian-owned companies to accelerate the shift in targeted industries to high value-added, high technology, knowledge-intensive and innovation-based industries.
- The fund aims to encourage industry players to enhance and upgrade their technological capabilities, leverage on outsourcing opportunities created by MNCs operating in Malaysia, intensify technology acquisition by Malaysian-owned companies and enable Malaysian-owned companies to obtain international standards/certifications in strategic industries.

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## WHY DISF was established?

To strengthen domestic investment as a complement to foreign direct investment (FDI) in ensuring sustainable economic growth in the future.



The government places much emphasis on domestic investments particularly the domestic SMEs as 98.5% of business establishments are SMEs, which contribute around 40% of economic output and employ two-thirds of all workers in Malaysia.

The establishment of this fund is part of the Government's ongoing efforts to further spur domestic investment in realising the targets of the national economic development plan.

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## HOW does DISF work and what is the amount of matching grant?

- The fund is managed by MIDA and will be granted based on the request of the companies and the merits of each case. The fund does not offer an outright grant and is contingent on the investments of the applicant.
- DISF funds up to 50% of the eligible expenditures on reimbursable basis based on the matching grant (50:50).



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## WHO can apply for DISF?

1. New companies in the manufacturing and services sectors with Malaysian equity ownership of at least 60%.



2. Existing companies in the manufacturing and services sectors with Malaysian equity ownership of at least 60% undertaking reinvestments (expansion/modernisation /diversification).







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## WHAT are the eligible expenditures?

Training of Malaysians



R&D activities carried out in Malaysia

Modernisation and upgrading of facilities and tools to undertake manufacturing or services activities for Multinational Corporations (MNCs) and Malaysian conglomerates (outsourcing activities\*)



Obtaining international standards/certification



Licensing or purchase of new/high technology

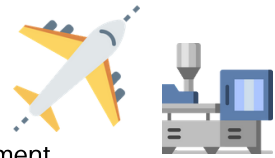
\*Outsourcing is a subcontracting process that involves manufacturing, manufacturing related services, business services and delegation of some/all operations to an external entity, usually specialised in that operation.

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## WHAT are the priority sectors under DISF?

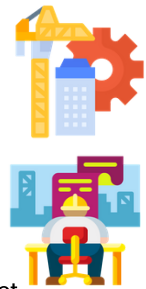
### Manufacturing

- Aerospace
- Medical Devices
- Pharmaceuticals
- Advanced Electronics
- Machinery and Equipment
- Other industries, on a case by case basis



### Services

- Design and Development
- Research and Development
- Testing/Calibration
- Quality and Standard Certification
- Architectural/Engineering Services
- Technical and/or skills training
- Logistics Service Providers (3PL)
- ICT Solutions Providers related to Automation and Industry 4.0
- Integrated Green Technology Project



8

## WHEN must a DISF funded project be completed?

Company is given up to 36 months to complete the project funded by DISF.

**36 months**

7

## WHAT are the latest DISF enhancements under PENJANA?

The enhancement of DISF intends to assist Malaysian companies who are currently facing challenges in their operations especially global supply chains disruptions due to the COVID-19 pandemic. The initiatives are as follows:

### ✓ Second Round of DISF Grant

Companies who have been approved for DISF grant can be considered for a second round of DISF grant provided the recipient companies have utilised and claimed at least 50% of the approved grant amount.

### ✓ Effective Equity

The effective equity has been reduced from at least 60% owned by Malaysian to at least 51% owned by Malaysian.

### ✓ Additional eligibility sectors/scope of DISF Grant

Under the enhanced measures, the existing scope has been expanded to include:

- Industries in the ecosystem of sectors classified as for National Importance
- Products/Activities listed under the List of Promoted Products/ Activities For Small Scale Companies under the Promotion of Investments Act (PIA), 1986

### ✓ Reimbursement Ratio of DISF Grant

- Training grant reimbursable ratio to be increased to 70% borne by Government, 30% borne by Company subject to maximum amount of RM500,000.00 for each company.
- Capital grant with Industry 4.0 element reimbursable ratio to be increased to 70% borne by Government, 30% borne by Company subject to maximum amount of RM500,000.00 for each company.

Note: The above initiatives on DISF under PENJANA will only be applicable until 31 December 2020.





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## WHAT is the reimbursement process?

Company shall submit a written Claim to MIDA to request for the first disbursement within twelve (12) months from the date the first expenditure is incurred for the purposes of the project.

Subsequent claims shall be submitted no later than twelve (12) months from the date the company incurred expenditure for the purposes of the project.

Claims shall be made not exceeding two (2) times in a year and shall not exceed the Grant Amount as stated in the Approval Letter.



## WHAT are the deliverables and milestones?

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The DISF funded project shall be subject to the project's deliverables and milestones such as the following:

- Investments in Fixed Assets
- Operating Expenditures
- Annual R&D Expenditure
- Number of Malaysians Trained
- Number of High Income Jobs for Malaysians
- Annual Productivity Performance



## HOW DISF is different from...

### 1. Industry4WRD DISF

- Industry4WRD DISF provides matching grant with the ratio of 60:40 (60% borne by Government and 40% borne by company) on reimbursable basis for the eligible expenditures.
- Industry4WRD DISF is only eligible to companies that have undergone the Industry4WRD Readiness Assessment (RA) programme with Malaysian equity ownership of at least 60%.
- Company must adopt at least one of the following 11 Industry 4.0 technology pillars:



Industry 4.0

- Big Data Analytics
- Cloud Computing
- Augmented Reality
- Cybersecurity
- Artificial Intelligence
- Additive Manufacturing
- System Integration
- Simulation
- Internet of Things (IoT)
- Autonomous Robots
- Advanced Materials

- Guidelines for Industry4WRD DISF can be downloaded from the following link: <https://www.mida.gov.my/home/industry4wrld-incentives/posts/>

### 2. Digital Transformation Acceleration Program (DTAP)



- DTAP is a collaboration programme between MIDA and MDEC to facilitate digital readiness among Malaysian companies to ensure their competitiveness amidst global digital disruption. The programme provides an outcome-based matching grant (1:1) to implement digital transformation pilot project up to a maximum of RM500,000.00 per project or up to 50% of the approved DTAP pilot expenses, whichever is lower.

#### ✓ Priority sectors under DTAP:

- **Manufacturing sector** - Aerospace, Medical Devices, Pharmaceutical, Advanced Electronics, Machinery & Equipment, Other Industries (case-to-case basis)
- **Services sector** - Logistics Service Providers (3PL)

#### ✓ Eligible expenditures for DTAP:

- Cost of engaging Digital Transformation Labs (DTL) for pre-pilot inception and pilot
- Technical information
- Costs of customisation of system
- Costs of hardware
- License fee
- Proof of concept (POC)/minimum viable product (MVP) testing
- Applications can be submitted to MDEC at the following link: <https://mdec.my/digital-economy-initiatives/for-the-industry/corporations/digital-transformation-acceleration-programme/>



## DISF APPLICATION

### WHAT

#### information is required for DISF application?

1

The information required are as stated in the Application Form which can be downloaded from the following link: <https://www.mida.gov.my/home/forms-&-guidelines-for-manufacturing-sector/posts/>

The Guidelines for DISF can be downloaded from the following link: [https://www.mida.gov.my/home/funds-or-incentives-under-domestic-direct-investment-\(ddi\)-initiatives/posts/](https://www.mida.gov.my/home/funds-or-incentives-under-domestic-direct-investment-(ddi)-initiatives/posts/)

### WHEN

#### is the effective date of application?

2

Applications received by MIDA from **3 July 2012** are eligible to be considered for DISF.



### HOW

#### to apply DISF?

3

- Application should be submitted in **three (3) copies** of relevant application form to:

#### Chief Executive Officer

Malaysian Investment Development Authority (MIDA)  
MIDA Sentral, No.5,  
Jalan Stesen Sentral 5  
Kuala Lumpur Sentral,  
50470 Kuala Lumpur



- Company is advised to discuss the project proposal with MIDA (Industry/Services Division) prior to submitting the application for DISF. The contact details can be accessed at the following link: <https://www.mida.gov.my/home/staff-directory/posts/>

### HOW

#### to contact us?

4

Malaysian Investment Development Authority (MIDA)  
MIDA Sentral  
No.5, Jalan Stesen Sentral 5  
Kuala Lumpur Sentral  
50470 Kuala Lumpur  
Malaysia  
Tel : 603 2267 3633  
Fax: 603 2274 7970  
Email: [investmalaysia@mida.gov.my](mailto:investmalaysia@mida.gov.my)  
GPS Code: 3.13297, 101.68396

For more information, please visit <https://mida.gov.my/home/> and follow us on Twitter, Instagram and Facebook, LinkedIn and YouTube channel.



# Networking Session with the British Malaysian Chamber of Commerce's Sterling Members

Dato' Azman Mahmud, CEO of MIDA attended the Chairman's VIP dinner organised by British Malaysian Chamber of Commerce (BMCC) on 18 August 2020 in Four Season Hotel. The event was organised as a networking session with BMCC Sterling members who are mainly existing investors from the UK in Malaysia.

A total of 467 manufacturing projects from the UK with an investment of USD10.16 billion have been implemented in Malaysia as at December 2019. These projects have created about 40,000 employment opportunities in the country.

MIDA being the principal investment promotion agency in the country, will continue to work closely with an investment ecosystem partners such as



BMCC to facilitate existing and new businesses to make Malaysia as their global supply chain hub in ASEAN.

The Government has also agreed upon the establishment of the Joint Committee (JC) on

Bilateral Trade and Investment Cooperation between both the Government of Malaysia and the UK. This JC is poised to further strengthen the UK-Malaysia economic relationship, particularly to make Malaysia as a preferred hub for UK businesses for their operations in ASEAN countries.

As Malaysia is now moving forward to reboot, restart and revitalise the economy, Malaysia's comprehensive short term Economic Recovery Plan, or better known as PENJANA will continue the momentum by offering attractive support packages for new and existing businesses to further invest in the country and mitigate the supply chain disruption.









Auditors from SIRIM visited HEXA to assess the company's capabilities and readiness to adopt Industry 4.0 technologies and processes, determine gap areas, and recommend improvements. Besides SIRIM, other certified assessing bodies for the programme include the Malaysia Productivity Corporation (MPC), MIMOS Berhad and the Malaysia Automotive, Robotics & IoT Institute (MARII).

Upon receiving the official approval in November 2019, HEXA submitted an Intervention Fund (IF) proposal to MIDA based on the RA recommendations. This grant, together with the Government's comprehensive assistance provided to SMEs, has enabled HEXA to upgrade its machinery, technology and human resources.

HEXA is now in the midst of active digitalisation, business automation and creating a highly-skilled workforce to sustain its operations. With computers, automation and digitally-connected machines, the company will be able to be more efficient, reduce wastage and optimise its food manufacturing processes.

This upgrade will also enable HEXA to efficiently monitor and analyse key data and calculate overall equipment effectiveness (OEE). This is crucial as a small 1 per cent waste reduction can result in at least 4 per cent net profit for the company.

Being in the food business, it is also a priority for HEXA to comply with the food safety requirements and regulations,

nationally and internationally. Creating an effective and secure food safety management system will help manage, monitor and validate production while abiding on food safety hazards. With reputable certification such as HALAL, HACCP, ISO 22000, HEXA's products have gained consumer confidence, allowing the company to widen its market reach. HEXA foresees achieving double digit growth, projecting RM18.0 million, an increase of 12.5 per cent revenue for its financial year 2020 from RM16.0 million in 2019.

Despite the adverse impact on health and the economy, the COVID-19 pandemic can be viewed as a game changer, particularly for the SMEs in the food processing industry to accelerate the transformation. Food companies should follow HEXA's footsteps to re-strategise their investments in integrated digital infrastructure to manage current and future disruptions in their operations. Businesses need to step-up and adopt technology-enabled processes and systems in preparation for a more digital-enabled environment in the new normal.

Ultimately, by planning and investing in a skilled workforce, digitalisation in new technology, as well as studying market trends, companies can create long-term value for their stakeholders and the wider economy.

# Diversifying Malaysia's Tourism: Encore Melaka the First Iconic Impression Series in South East Asia

Over the last decade, global tourism saw intense growth and diversification, becoming one of the fastest growing industries in the world pre-COVID-19. The industry contributes to economic development, creation of employment opportunities and overall national economic growth. In Malaysia, the main sources of tourist hail from neighbouring countries such as Singapore, Indonesia, Thailand, Brunei and Vietnam as well as visitors from China, South Korea, India, Taiwan, Japan, Australia and the United Kingdom.

To further boost the industry, the Malaysian Investment Development Authority (MIDA) has been actively promoting tourism activities in the country such as theme parks, recreational camps and convention centres. These projects are eligible to be considered for incentives under the Promotion of Investments Act (PIA) 1986, offering competitive incentive including Investment Tax Allowance or Pioneer Status, exemptions on import duty and sales tax on equipment and machinery, Industrial Building Allowance (IBA) as well as training grants. As of March 2020, MIDA has approved a total of 122 tourism projects including 24 integrated tourism projects, with total approved investments of RM82.1 billion.

In this venture, Encore Melaka represents one of the most prestigious tourism projects approved. Collaborating with Impression Wonders Arts Development Co., Ltd. China, a pioneer in live performances with natural settings and innovative art production, Yong Tai Berhad under the leadership of Datuk Wira Boo Kuang Loon brought the project to life. The Encore Melaka Impression Series is directed by world-renowned producers: Wang ChaoGe, Zhang Yimou and Fan Yue. It is the very first Impression Series to be staged outside of China and the first in ASEAN. Melaka was handpicked by Wang ChaoGe from 150 contesting countries.

To bring the performance alive, the Encore Melaka theatre was built in both contemporary and avant-garde styles, comprising of shades of blue and white.

The theatre's exterior is bewilderingly similar with the Beijing National Stadium; designed to be an art piece and symbiosis with nature; the white aluminium exterior surface and the geometric cone reflects the ever-changing and colourful sky of Melaka. The geometric roof has concaved arcs made out of thousands of fish scale-like glass LED panels, which reflect its surrounding environment and changes the appearance of the theatre across the day. Designed for outdoor display, the LED technology has many advanced patented features such as leg bending, multi-layered water resistance and matte finishing.







The theatre's interior is also a sight to behold. It is equipped with cutting-edge technology, including multiple built-in hydraulics stages to raise and lower platforms built into the stage, a high-tech audio system, 3D mapping projection equipment and a spectacular 360 degrees rotating platform. The audience platform also allows the entire auditorium to rotate automatically during the show.

This exciting feature is the first of its kind in any Southeast Asian performing arts theatre. With 2007 seating facing the 240-meter-long stage, the audiences are rotated at a maximum speed of 5 meters per second, stable enough not to be noticed and quiet enough not to interfere with the performance.

Interestingly, the 42,000 square meter Encore Melaka theatre build-up is just a part of a more comprehensive proposed development plan known as Impression City Melaka. In coming years, Impression City Melaka will see the construction of hotels, residences, shopping and business centres, schools and wellness facilities.

The massive integrated tourism and cultural mixed development will be located on prime land, with development spanning over 138-acres in Kota Syahbandar that overlooks the Straits of Malacca.

Fully leveraging upon its location while upholding the heritage and culture of Melaka, the Impression Series at Encore Melaka presents an immersive visual and auditory experience for its audience. The 75 minutes epic play depicting six centuries of Melaka history has garnered rave reviews since it was unveiled in July 2018. Unlike any other cultural performance for tourists, it is a performance that reflects a society that embraces diversity and inclusiveness.

Its uniqueness is artistically expressed through the blend of the traditional and contemporary dance form and folk songs by 200 local performers. These performers hailed from all across Malaysia, with the youngest of the cast at 18 years old and the oldest being 70 years old. These performers are well trained based on Impression Series China's performance standards, undergoing intensive training before their first show.

As the COVID-19 pandemic has adversely impacted the arts and culture industry in Malaysia, Encore Melaka has taken proactive steps to overcome the challenges. These include continuous engagements with potential vendors to the theatre tour, seeking out potential collaborations with art and cultural practitioners in Malaysia as well as strategically scheduling of their shows.

Furthermore, Encore Melaka has accelerated the implementation of its digital transformation. Among their largest undertaking is the pre-recording of its theatre tour for potential vendors who are unable to visit Encore Melaka physically. The recording takes them on a virtual stroll around the theatre, proposing ideas for their next project or collaboration. Encore Melaka is also working with live-stream event vendors to host 'cloud weddings'. Project Cloud Wedding is the first of its kind live-stream wedding experience for couples looking to plan and organise their weddings with a unique virtual experience for their guests online. These innovative outreach undertakings have assisted Encore Melaka to improve its business strategy despite the current business climate.

Looking ahead, MIDA will continue to encourage more diversified tourism activities such as Encore Melaka in Malaysia. By attracting investors, both foreign and local, to create high value-added tourism projects with international standards within the country, Malaysia will be well-positioned to draw more international tourists, boosting the overall economy.

# Sustainable Modern Farming: Big Dutchman's Presence in the Asia Pacific Region

Recognised as the world's market leader in the animal husbandry equipment industry, Big Dutchman is renowned for providing sustainable and modern livestock equipment and infrastructure for medium and large-scale commercial farming. Big Dutchman's brand is synonymous with superior and long-lasting quality, efficient service and unprecedented knowledge in modern farming.

The name of Big Dutchman reflects the pride of its founders' Dutch ancestry. Established in 1938 by two Dutch emigrants to Michigan, USA, the history of the Company began with the invention of the revolutionary machine for automatic feeding of poultry stock. The machine was to become the world's first automatic feeding system and forever changed the farming industry.

With the need for such automated system growing rapidly, the Company set-up an exclusive division to meet its demand. Following this, in the 1950s, a subsidiary Company was established in the Netherlands. The business grew exponentially and by mid-1980s, the densely populated livestock area in Calveslage, a town near Vechta, Germany became the location for the Big Dutchman global headquarters.

Through the drive to achieve sustainable solutions for modern farming, the Company initiated a one-stop solutions concept, whereby its skilled and experienced team can offer practical, economical and environmentally friendly solutions to their customers; from



Mr. Jan Hofstede  
President  
Big Dutchman Asia

housing equipment, feeding system, house ventilation, climate control system to hi-tech farm management system for livestock farming.

The Company also offers alternative egg production equipment, colony systems, poultry cages, breeder management systems, residue treatment systems, lighting systems and more. Farmworkers can control the house environment and production via state-of-the-art controller – the ViperTouch. It can easily monitor the farm's performance remotely via the BigFarmNet app; which was created especially for this purpose.

Furthermore, among the global Big Dutchman brand is Agricon, a company supplying pre-fabricated livestock building solutions; a truly complete approach to farming. The innovative designs of Big Dutchman equipment and building infrastructure help customers to optimise the performance of their farm and produce superior quality food on a commercial level.



Big Dutchman®



*Big Dutchman Asia Headquarters (HQ), Bukit Raja, Klang, Malaysia.*

Today, the Company is active in over 100 countries and has over 2,000 employees worldwide. In Malaysia, the Big Dutchman Asia is located in the industrial area in Bukit Raja, Klang. It is the regional headquarters for sales and distribution for the Asia Pacific (AP) region; from Japan to India to Australia and New Zealand.

The beginning of Big Dutchman in Asia is very much modest. The Company started in a small, privately-owned home in Kuala Lumpur, then to a shop lot in Petaling Jaya, followed by a larger premise in Klang and to its present location in March 2017. This facility is the largest and most modern centre of Big Dutchman outside Europe. It has over 26,000 square meters of office and warehouse space. The state-of-the-art building is also fitted with solar panels the size of two football fields at the rooftop to supply clean energy and a rainwater harvesting system.

Moreover, strategically and conveniently located near Port Klang, the head office and logistics centre fit well into the environment, leveraging upon the available infrastructure of the area. The red-bricked building with modern facilities and well-equipped training rooms is the regional training centre for employees and customers. It houses a large showroom displaying the latest poultry equipment. The significant investment on the current premises of nearly RM123.34 million (€25 million) indicates Big Dutchman's firm commitment in this rapidly growing part of the world.

According to Mr Jan Hofstede, President of Big Dutchman Asia, the sales and services headquarters was established in Kuala Lumpur in 1992 for Big Dutchman to penetrate the Asian market. Malaysia was chosen as the hub for the Company's Asian operations due to the proven track record of the country's stability and a matured legal system. Its good infrastructure facilities, attractive investment incentives, multi-lingual workforce and affordable standards of living are a definite asset for all foreign investors. This makes Malaysia the preferred choice in addition to its ideal geographical location in South East Asia given that the Straits of Malacca is known for its international navigation waterway and is an important shipping route connecting the East and the West.

The Malaysian Investment Development Authority (MIDA) played an instrumental role in assisting the Company to set its footprints in Malaysia. During the tumultuous times of Movement Control Order (MCO), MIDA launched its online application system which made it easier to conduct 'business' with MIDA; whereby the approval was fast and swift. This includes the facilitation given to expatriates returning to Malaysia amid the COVID-19 pandemic.

Today, after over 28 years in Malaysia, Big Dutchman has been reaping the benefits of its investment in Asia, recording two digits growth with increasingly satisfied customers. The Company records annual turnover of over RM986.78 million (€200 million).





The Company has grown from a three-man operations team to more than 700 employees within the region and over 250 staff in Malaysia. Mr Jan Hofstede was one of the pioneer staffs responsible for the success of Big Dutchman in Asia. Today, the Company has successfully opened up offices in Thailand, Indonesia, Philippines, Vietnam, India, Japan, Myanmar and Australia.

Big Dutchman Asia will continue to remain competitive in the market and maintain its position as the market leader in this industry. The Company will further invest in localising majority of its manufacturing processes for efficacy in meeting its customers' needs. The ultimate aim is for the Company to have effective, timely and tighter control on its supply chain management.

The Company has made a significant impact on livestock management and will continue to do so in many years to come. The world's population is increasing so will the demand for good quality food, especially in Asia given its growing population and high urbanisation rate. This is where the Company will continue its commitment and dedication to enhance and upgrade farming in the Asia region. Big Dutchman Asia's plan is to ensure the tradition of excellence continues.

For more information, please contact the Marketing Communications department:  
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*Night View of the Big Dutchman Asia Warehouse.*



*Big Dutchman International in Calveslage, Vechta Germany.*

# PMCC Corporation: Your Trusted Project Partner

PMCC Corporation is an international construction consultancy company headquartered in Malaysia. Originally formed by a Swiss expatriate, it is now owned and operated by Malaysian, Swiss and Scottish nationals. Our organic and sustainable growth in the country can be attributed to our ability to leverage Malaysia's great depth of talent and ease of doing business.

Staying true to our reputation for being "Your Trusted Project Partner", PMCC's vision and mission revolves around the key fundamental of delivering projects in a great way resulting in repeat businesses and recommendations to other clients.

## PMCC PHILOSOPHY

PMCC believes that if a client needs to engage a consultant, the consultant must be highly experienced, trained and truly earns the position. As such, PMCC consultants are highly trained in their respective fields, ensuring we deliver the best to our clients. We have a strong belief in transferring our knowledge and expertise to our clients by providing training and knowledge transfer as value-adds of our services.

Our team hails from a wide array of different technical backgrounds and cultures, such as project managers, quantity surveyors, systems engineers, structural engineers, mechanical, electrical and plumbing (MEP) engineers,



Mr. Peter Wyss  
Group CEO  
PMCC Corporation

planners, architects as well as contract and claims specialists. Together, PMCC provides our clients with a remarkably diverse technical service offering to deliver their project requirements from inception through to completion, testing and commissioning.

## SERVICES

PMCC provides comprehensive professional consultancy services to clients across the South East Asia region. Among the consultancy services offered include:



### PROJECT MANAGEMENT

Managing and mentoring projects from conceptualisation through innovative techniques and mystery.

Breathe life into design by orchestrating the implementation to meet stakeholders' satisfaction.



### ENGINEERING & CONSTRUCTION



### UNTERHALT

Comprehensive maintenance services for infrastructure, IT and software including smart asset management.



# PMCC

Your Trusted Project Partner



Initial creation complete control of the commercial aspects of a project in terms of cost planning control and monitoring, through to contractual formation and protections with contracting parties.

### CONTRACT & COMMERCIAL



### BUSINESS ANALYTICS



Developing and assessing an initial idea into fully considered and robust plans for due consideration of its feasibility in terms of cost, time and overall business needs.

Inception of project management best practices knowledge on a digitalised platform accelerating learning and leadership growth.

### UNIVERSITY



PMCC services facilitate the ability of new incoming companies into Malaysia and also existing Malaysian companies. This includes project sponsors, developers, contractors, end-users, financing entities, and operators to grow and develop their business with a strong, reliable and trusted project partner, utilising international experience with a diversified and exciting local talent pool.

### STELLAR TRACK RECORD

PMCC has carried out various projects for local and international clients since our formation in 2007. These includes:

#### Mercedes Benz Malaysia

PMCC provided project management services to Mercedes Benz in the construction of their Malaysian offices, training centre and workshops. Our team engaged with the company's regional and German-based client to deliver the project from initial ideation, through design development, tendering process, contract formation, construction and completion of the project. Since this initial engagement, PMCC has gone on to deliver 10 more projects for Mercedes Benz entities in Malaysia and across the South East Asia region.

#### Cummins Malaysia

Cummins is a large International corporation, focusing on power generation and engines. PMCC provided project management services

for the company's Malaysian office, workshop and warehouse facility. These services were from initial design, tendering, contract formation and construction through to completion of the project.

#### Klang Valley Mass Rapid Transport (KVMRT)

PMCC provided project management and system integration services to the KVMRT Line 1 project. Among the roles undertaken by PMCC in this project include system integration support management; overall testing and commissioning lead for Phase 1 and 2; preparation and review of System Integration Testing (SIT) Plan; approval of all SIT procedures; planning, monitoring and controlling of system integration testing; facilitation of migration from Phase 1 into Phase 2; lead for Fault Free Running (FFR); facilitation of Land Public Transport Agency's (SPAD) careful inspection and facilitation of all OILs closure. By engaging PMCC on these services, the client was able to maintain the progress of the project ahead of the scheduled request by the Malaysian Government.

#### PMCC EPC-SUMMIT 2019

In 2019, PMCC held the PMCC EPC-SUMMIT, bringing 300 industry leaders from across the South East Asia region to develop and grow together. This undertaking was part of our efforts to drive the construction industry forward toward new technologies, systems and approaches. This event was attended and fully supported by the Ministry of Works.







## LONGSTANDING REPUTATION FOR QUALITY

At PMCC, we pride ourselves on a longstanding reputation for quality in our people, our processes, and the materials and services we deliver to our customers. Quality is a differentiator for PMCC; it is the cornerstone of our success. Similarly, we also insist on the same high industry standards from our suppliers to ensure a high quality supply chain to our clients.

PMCC is ISO9001:2015 certified and we follow international standards for project management and quantity surveying. We also develop our team on a regular basis to meet our client's expectations. Being online, we use cloud services for all our projects for seamless and coordinated information flow.

PMCC is very excited to announce that in 2020 our focus is on working towards the United Nations' 17 Sustainable Development Goals (SDGs).

It has always been PMCC's vision and mission to provide excellent professional services while also caring for people, community and environment. Hence, we are proud to announce that PMCC is one of the participants of the United Nations Global Compact.

Growing from strength to strength through innovation and ingenuity, PMCC has achieved admirable milestones to enhance its services while co-creating values with our clients and our team.

Looking towards the future, Malaysia is a rapidly developing country with sound infrastructure and political stability. This provides a plethora of opportunities for the construction industry such as rail, real estate and energy. With the country's open door policy and various attractive schemes, Malaysia offers a conducive environment for foreign investors looking to expanding their operations into the South East Asia region.



## Events ➡

# Continuous Engagement with Investors: Foreign Investment Promotion Division's Working Visit to Pahang, 5 – 7 August 2020



MIDA's team, led by Mr. Sivasuriyamoorthy Sundara Raja, Executive Director of Investment Promotion had a fruitful productive discussion with the stakeholders in Pahang on various matters including their future expansion plans, local sourcing programmes, automation initiatives and local talent activities. This is in line with the Government's aspiration to facilitate reinvestment by existing companies in Malaysia.

As of March 2020, MIDA has approved a total of 760 manufacturing projects in Pahang totalling RM58.9 billion. These investments are expected to create more than 100,000 employment opportunities for the state of Pahang mainly in the electrical and electronics (E&E), machinery and equipment (M&E), medical devices, aerospace, renewable energy and consumer technology.



During the meetings with companies, Mr. S. Siva reiterate positively that MIDA, being the principal investment promotion and development agency will strongly support and provide all the necessary assistance and facilitation to the investors to grow their businesses to the next level and begin on a journey in a venture that will be mutually rewarding.

As part of the continuous engagement with investors, in line with the Government's aspiration to attract more quality investments from the priority industries, MIDA will be organising a series of roadshows to other regions in Malaysia to promote the development of Malaysia's industrial ecosystem, encourage the transfer of technology and knowledge to local companies through local sourcing as well as create opportunities to train skilled Malaysian workforce.





# Highlights of August >>>



On 3 August 2020, President and Directors of Malaysian Friendship and Trade Centre, Taipei together with Ms. Syakella Zakaria, Director of MIDA Taipei paid a courtesy call to the Minister of Overseas Community Affairs Council, Dr. Chen-Yuan Tung to discuss on future economic and social collaboration between Taiwan and Malaysia. The delegation also discussed on potential partnership to organise a seminar on Smart City and Investment Opportunities in Malaysia to Taiwanese merchants and businesses abroad.



MIDA led by Ms. Surayu Susah, Director of Chemical and Advanced Materials Division had a fruitful Domestic Specific Project Mission (DSPM) to Northern Region from 5 to 7 August 2020. The team visited four chemical companies that were well established in Malaysia. The visit provided the opportunity to have a fruitful discussion with companies on expansion or diversification to further sustain their footprint here in Malaysia.

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**MALAYSIA TRADE SPECIAL**

**Fatmah Ahmad**  
Director  
Malaysian Investment  
Development Authority (MIDA)

**Daniel Havas**  
Minister Counsellor  
and Senior Trade & Investment Commissioner,  
Malaysia and Brunei

**Helene Lajoie**  
Global Human Resources Manager,  
Trajan Scientific and Medical

Ms. Fatmah Ahmad, Director of MIDA Sydney, was interviewed on the Trade Australia show, hosted by Mr. Lawrence Christoffelsz at [www.importexporttv.com](http://www.importexporttv.com) as part of the 'Malaysia Trade and Investment Special' programme on 8 August 2020. The show which was also joined by Ms. Helence Lajoie, Global Human Resource Manager from Trajan Scientific and Medical and Daniel Havas, Senior Trade and Investment Commissioner, Austrade Kuala Lumpur discussed on current business and investment opportunities in the Malaysian market as well as insights and practical tips in doing business in Malaysia. The full episode can be watched in the link provided here: [https://youtu.be/L\\_walAdIAt0](https://youtu.be/L_walAdIAt0)



On 9 August 2020, YB Dato' Seri Mohamed Azmin Ali, Senior Minister and Minister of MITI together with YBhg. Dato' Lokman Hakim bin Ali, Secretary-General MITI, Dato' Azman Mahmud, CEO of MIDA and other MITI and agencies' officials visited Green Borneo Industries, a Malaysian company producing drinking water in Kota Kinabalu Industrial Park, Sabah.



## Highlights of August >>>



On 14 August 2020, Ms. Yusni Md. Yusop, Director of MIDA Pulau Pinang was one of the speakers at the Investment Seminar in Penang jointly organised. She delivered a presentation on 'Facilitation on Technology Adoption'. The seminar was attended by almost 150 participants, the majority are SMEs from the Northern region.



The MIDA Assembly took place on 14 August 2020 at MIDA HQ. Dato' Azman Mahmud, CEO of MIDA presented the due recognition of long-service award to dedicated staff who have committed many years serving the organisation.



As part of the flagship programme of MIDA, Mr. Abd Mukti Abu Bakar, Director of MIDA Dubai, briefed on investment opportunities in the region during a Webinar session on 'Investment Opportunities in ASEAN' on 18 August 2020 to more than 100 participants.



On 18 August 2020, Mr. Sikh Shamsul Ibrahim Sikh, Director of the Foreign Investment Promotion Division, MIDA had an interactive session over virtual Conference with Malaysia Airports Holdings Berhad (MAHB) together with all MIDA overseas (Europe and the Asia Pacific) offices to update on the Subang Aerotech and KLIA Aeropolis at MIDA Headquarters (HQ).

# Highlights of August



Ms. Syakella Zakaria, Director of MIDA Taipei together with MATRADE Taipei and the President of Malaysian Friendship and Trade Centre attended the Virtual Meeting of 5th SME Development Working Group Meeting Of Malaysia-Taiwan Economic Cooperation Committee (MTECC) on 17 August 2020.



On 21 August 2020, Dato' Azman Mahmud, CEO of MIDA led the Life Sciences and Medical Technology Division on a factory visit to Novugen Pharma (Malaysia) and Oncogen Pharma (Malaysia) in Shah Alam, Selangor. MIDA is proud to see the companies have set up their fully integrated R&D and manufacturing facilities in Malaysia, focusing on developing world-class pharma talent and creating high skilled jobs in the country.



25 August 2020, MIDA together with Social Security Organisation (PERKESO) organised an E-Career Fair through the Cisco Webex at MIDA HQ. It was a fruitful event joined by more than 800 job seekers from various background and qualification.



Ms. Surayu Susah, Director of Chemical and Advanced Materials Division, MIDA was one of the speakers during the e-SOGCE held on 24 to 25 August 2020. The presentation on 'Investment Opportunities in Oil and Gas Downstream Industry' received an overwhelming response from 398 participants.



## Highlights of August



Mr. Arham Abdul Rahman, Deputy CEO I of MIDA led the Foreign Investment Promotion Division for a two days working visit to Johor from 27-28 August 2020. The team visited several companies such as Barnes Aerospace, TechnipFMC, Educity Halliburton, OSI Optoelectronics and Hersheys. The visit is part of MIDA's promotional programme to engage with existing US companies established in Malaysia to discuss on their post COVID-19 investments plans.

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## MIDA IN THE NEWS

- MIDA identifies 141 potential investment projects worth RM72.6b
- Digitalisation, automation key to enabling firms to be competitive

## MALAYSIA RANKING

- Sixteen Malaysian companies make Forbes Asia 2020 'Best Under A Billion' list

## ECONOMY NEWS

- World Bank, IMF's GDP projection reflects investor confidence in Malaysia is restored - Azmin
- RCEP signing expected to proceed in November - Azmin
- Stronger private-public partnership needed to boost economic activities -- MITI
- Public administration reform among focus by EAC in long-term economic recovery plan
- Awang Tengah: South Korean investors interested in investing RM2.8 bln in Sarawak
- Malaysia's economy on track for recovery in 2021, Zafrul says
- Reviving DDI And FDI Are Crucial To Economic Recovery
- China Special Channel initiative is continued — MITI
- Taiwan can invest more in Malaysia as CPTPP member
- Attracting investments

## INDUSTRY NEWS

- Recovery in Malaysian manufacturing sector continues in July
- Malaysia pushes tech hub to help economy ride out coronavirus pandemic
- UPA venturing into healthcare business
- Texchem receives MIDA's green light to produce face shields
- HLT to raise up to RM325m to fund expansion of glove making business
- Industrial automation outfit AT Systematization sets up rubber glove plant
- Micron sees growing demand in niche tech products in Malaysia
- Kanger seals deal to venture into glove sector
- Cleanroom glove maker CE Technology announces RM50m capacity expansion
- Duopharma ready to package Covid-19 vaccines
- Inix invests RM23m to venture into rubber glove business
- Muda Holdings buys 60% stake in Perak corrugated carton maker
- Nexgram acquires medical plastic firm, enters vaccine bottling business
- Halal industry still has huge potential for further growth — MITI
- Kuala Langat Industrial Hub aims to attract electrical and electronics investors
- VS Industry inks manufacturing deal with US-based Victory Innovations
- China's Zodiac to invest RM1.5 bln in Malaysia to develop 5G chips
- Petronas Chemicals, LG Chem to build nitrile butadiene latex plant
- Pharmaniaga to invest RM2mil in vaccine facility
- MSCM Holdings invests RM59 mln for new venture in glove business
- Nestle to make plant-based meals
- Sarawak Biohub Port project to kickstart in Q1 2021
- PIPC in Pengerang is open for business
- MITI holds engagement sessions with 2 E&E firms in Penang

## SERVICES NEWS

- NanoMalaysia, Pulsar UAV inks JV to commercialise hydrogen-powered drone
- High capex should not be seen as obstacle for 5G deployment - Nokia
- More people actively looking for a new job in next 12 month -- survey
- JAG Bhd to capitalise on renewable energy sector
- Gunung Capital to acquire renewable energy assets for RM80.9m
- Cyberview unveils a new masterplan to stake Cyberjaya's claim as Southeast Asia's and Malaysia's premier tech hub
- Vizione makes first foray into renewable energy
- IHG and LQ Retail to open Malaysia's first Kimpton Hotel
- RM10b mega project in Teluk Dumpil to create over 6,000 jobs
- Adopt technology in holistic manner
- Global tech giants keen to develop Malaysia into regional IT hub — PM
- Innovation and digitalisation vital in adapting to a post-Covid world
- Green Packet to invest initial RM100m under Tencent Cloud partnership to set up data centre in Malaysia
- Microsoft building data centre in Johor, now 40% complete
- Tex Cycle inks 21-year renewable energy PPA with TNB for Kedah plant
- Malaysia has potential to be major player in global drone industry - Saifuddin
- MGTC targets to generate RM1.6 bln in business leads at LGEM 2020
- Kidex to be fully operational in 2023, attract RM17.5 bln investment - Hasni
- Cyberview encourages tech firms to invest in Cyberjayas
- Digital economy continues growth momentum

## GLOBAL NEWS

- Asean must work together to curb COVID-19, minimise socio-economic impact - Dr Noor Hisham
- Global semicon sales up 5.1% y-o-y in June to US\$34.5b, says SIA
- Japan push to cut China reliance may be boost for Southeast Asia
- ASEAN states must invest in next generation to overcome disparity in digital skills



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**OUR  
 COMMUNICATION  
 TOOLS**

1

**Website**

With more than 28,000 unique visitors each month, our website provides useful and relevant information, which serves as a reference for anyone interested in doing business in Malaysia.



Sample of MIDA's homepage at [www.mida.gov.my](http://www.mida.gov.my)

2

**E-Newsletter**

With more than 18,000 registered subscribers and growing, our monthly English E-Newsletter contains the latest industry and services updates as well as activities held throughout the month.



Sample of MIDA's E-Newsletter

**OUR  
 COMMUNICATION  
 TOOLS**

3

**Digital Signages**

Our digital signages are situated within our HQ building in KL Sentral, which receives heavy number of visitors daily



One of our video walls at MIDA lobby



Some of our LCD TVs at MIDA lobby

**OUR  
 ADVERTISING  
 RATES**

**MIDA's Website**

Homepage ..... RM1,500 per week

**E-Newsletter**

Full page ..... RM6,000 per issue

Half page ..... RM3,000 per issue

Quarter page ..... RM2,000 per issue

**Digital Signages**

Video Walls .....RM6,000 per month

LCD TV .....RM3,000 per month

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### ABOUT MIDA

MIDA is the government's principal investment promotion and development agency under the Ministry of International Trade and Industry (MITI) to oversee and drive investments into the manufacturing and services sectors in Malaysia. Headquartered in Kuala Lumpur Sentral, MIDA has 12 regional and 20 overseas offices. MIDA continues to be the strategic partner to businesses in seizing the opportunities arising from the technology revolution of this era. For more information, please visit [www.mida.gov.my](http://www.mida.gov.my) and follow us on Twitter, Instagram and Facebook, LinkedIn and Youtube channel.

MIDA, your first point of contact for investments in Malaysia.

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