

January 2022  
Issue

MIDA

# E-NEWSLETTER

A MONTHLY INDUSTRY UPDATE FOR GLOBAL INVESTORS AND MORE!



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Additive Manufacturing In  
Industrial Building System  
Modular Construction

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Empowering Manufacturers  
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# HIGHLIGHTS

01



## **Beyond Tax Incentives Empowering Industrial Estates With High Speed Broadband Towards A Prosperous, Inclusive And Sustainable Malaysia**

The Organisation for Economic Co-operation and Development's (OECD) initiative to introduce 15 per cent Global Minimum Tax (GMT), though beneficial in addressing tax avoidance and competition issues, will influence investment decisions of multinational corporations (MNCs) and affect countries that are heavily reliant on tax incentives to attract inward investment.

Due to commence in 2023, the GMT implementation will change the way MNCs decide on investment destinations, especially given the large impact tax incentives have on investment considerations and business bottom lines. Moving forward, supporting factors such as ecosystem strengths and enablers should be given due emphasis as the primary magnets in attracting investments.

Being the principal investment promotion agency of Malaysia, MIDA has long advocated the ecosystem approach to enhance the country's competitiveness and sustainability.

By leveraging enablers like infrastructure and supporting industries through a cluster-based ecosystem approach, MIDA hopes to better address investors' needs.

In tandem with this, MIDA has continued to elevate industrial estates (IEs) in Malaysia as an important tool for attracting investment and technology, given that IEs often house several key factors that influence MNCs' investment decisions: the availability of land, infrastructure, quality services and proximity to strategic markets.

The nation now houses more than 700 IEs, catering to a broad range of industries such as small-scale industries, heavy industries, halal as well as science and technology intensive activities. As some of these IEs were developed during the early years of industrialisation journey, the government continues to assume an active role in the maintenance and upgrading of infrastructures towards ensuring these IEs provide conducive environments for investors to operate.

With the rise of the Fourth Industrial Revolution (4IR), MIDA has embarked on additional steps through the implementation of High-Speed Broadband (HSBB) across the country's business premises. This initiative reflects MIDA's commitment in providing seamless and stable connectivity to support 4IR undertakings by investors.

Launched in 2020, the HSBB programme is one of the action plans under the Technical Working Group – Digital Infrastructure and Ecosystem (TWG-I) under the Industry4WRD: National Policy on Industry 4.0. The programme aims to strengthen digital connectivity in selected major IEs to facilitate the adoption of 4IR technologies by businesses in Malaysia.

The TWG-I, together with the Federation of Malaysian Manufacturers (FMM) and SME Association of Malaysia (SMEA), have identified 37 potential IEs across the country for the installation of HSBB digital infrastructure.

In executing the programme, MIDA had collaborated with two of Malaysia's top telecommunication operators: Telekom Malaysia Berhad (TM) and Maxis Broadband Sdn Bhd (Maxis). Despite COVID-19 challenges, the deployment of HSBB accessibility services to all identified 37 IEs was successfully completed by 31 July 2021.

As a result, companies in these IEs can enjoy seamless and stable high-speed internet

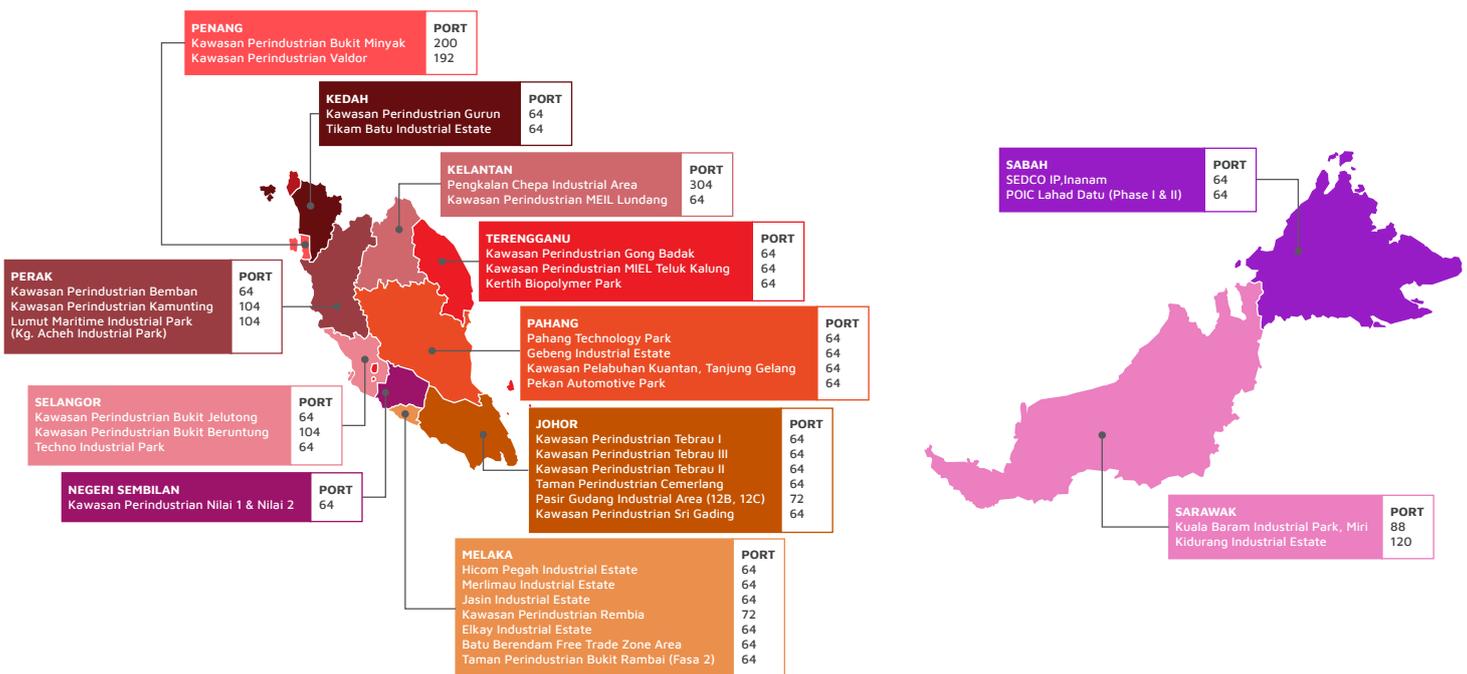
connectivity of up to 1Gbps. Ultimately, MIDA is optimistic that this will provide impetus for more companies to adopt 4IR technologies, which is more crucial now than ever amidst the accelerated digitisation the pandemic has brought on, and beyond.

Aside from being aligned to the Industry4WRD agenda, the HSBB programme also augurs well with the United Nations Industrial Development Organization (UNIDO)'s economic, social and environmental indicators for the development of competitive, inclusive and sustainable industrial parks. In this context, IT connectivity and telecommunications have been identified as one of the key components under the economic pillar.

Inclusive and sustainable industrial parks are innovative and integrated interventions, which can support a nation in accelerating its digital industrialisation and structural transformation.

Beyond 2021, MIDA will double-up its efforts in building a cohesive industrial ecosystem and business-friendly environment to entice more investors into Malaysia.

These strategies include improving digital industrial ecosystems, domestic supply chains, future talent development, industry-academia collaboration in research and development and commercial and innovation (R&D&C&I), government delivery and efficiency, infrastructure (IT/connectivity) and digitalisation technology landscape (Industry 4.0).



▲ Industrial Parks with High Speed Broadband



**INDUSTRY**

**02**

# Additive Manufacturing In Industrial Building System Modular Construction

Additive Manufacturing (AM) is the process of building physical objects by layering materials like metal, plastic, or concrete using dedicated software and equipment.

AM, more widely known as 3D printing can be a force multiplier in the digital transformation of the manufacturing sector. AM produces components directly from a digital design file and prints the special raw material layer by layer to create specially-tailored material for producers.

As a result of its paradigm-shifting abilities that shorten both the design and manufacturing process of key components, AM technology is currently being explored extensively in the construction industry, otherwise called 3D Construction Printing (3DCP).

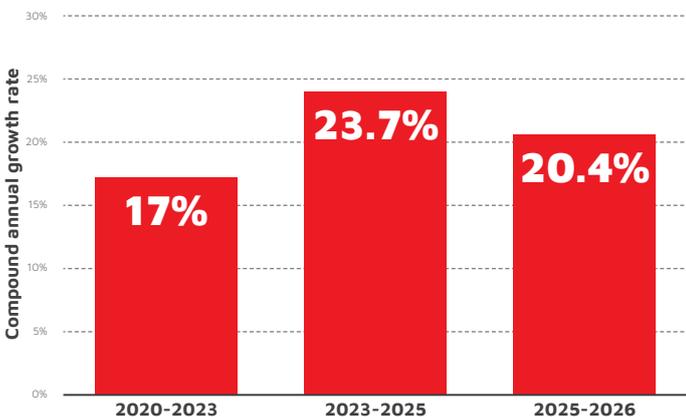
The embracement of AM among construction players also works well with the increased adoption of Industrialised Building System (IBS) modular construction, which puts together a building by fitting together preconstructed parts made in a factory. AM's use thus can further shorten the IBS supply chain by autonomously manufacturing components directly from a digital design model with the least possible human intervention.

Given the construction sector's high dependence on labour and impact on the environment, the use of AM and IBS work hand-in-hand to increase efficiency, reduce human errors, and improve construction sites' carbon footprints.

These clear benefits have seen an uptake in demand in AM technologies worldwide, with the global AM to grow by some 23 percent annually between 2023 and 2025.

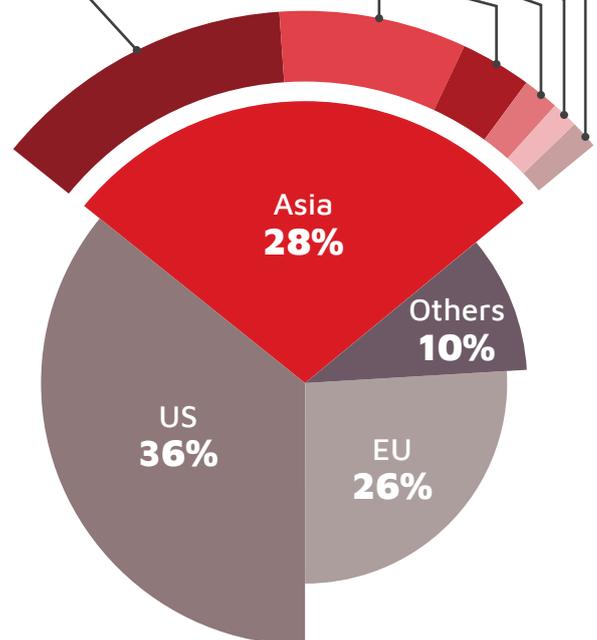
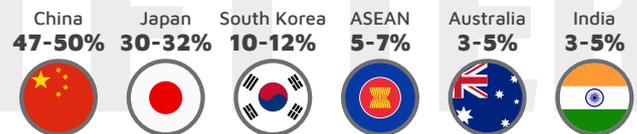
According to thyssenkrupp-INDC research, AM is expected to generate US\$100 billion in economic value to Southeast Asian (ASEAN) nations by 2025. In 2019, the ASEAN bloc only accounts for five to seven per cent of Asia's total AM expenditure at US\$3.8 billion. Within ASEAN, demand for AM is led by construction-strong countries Singapore, Thailand, and Malaysia, which together make up 80 per cent of the ASEAN AM market.

## BURGEONING GLOBAL DEMAND



## ASIA AM MARKET SIZE

Billion USD, 2019



Source: IDC thyssenkrupp analysis

# Why AM and IBS?

1	Speed	Up to <b>40% more efficient</b> use in labour and technical input.
2	Cost	Up to <b>30% cost savings</b> compared to conventional methods of home building.
3	Labor Requirements	Only <b>2 persons needed</b> to operate a 3DCP, thereby reducing dependency on foreign labour.
4	Digitalisation	Aligned with the Fourth Industrial Revolution (4IR), 3DCP is a digitalised approach to construction methodologies.
5	Flexibility	3DCP is not bound to the constraints of conventional building and design methods. Builders have the flexibility to print curves and non-angular shapes.
6	Wastage	Higher mechanisation equals reduced errors in the development process, resulting in better precision and earlier troubleshooting of design problems using AM software.
7	Mobility	3DCP printers are effective for on-site development, if needed. It can also be disassembled for easy transportation.

Source: KA Bina Consultancy Group Sdn Bhd

# Sample AM and IBS Projects

3D printed house in Netherlands ▼



▲ 3D printed house in India



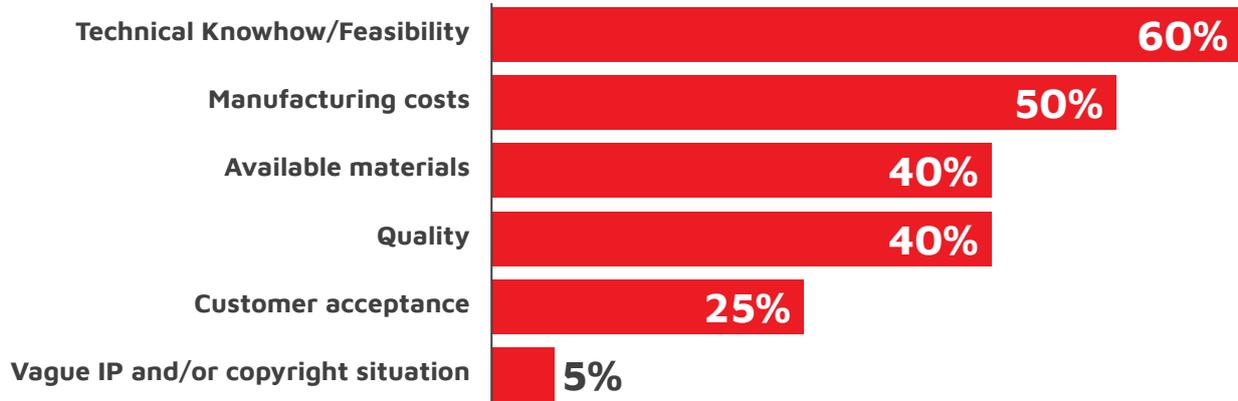
▲ One of ICON-New Story's 3D printed houses to combat homelessness in Austin, Texas



▲ 3D printed house in Germany

## MAJOR CHALLENGES TO THE ADOPTION OF 3D PRINTING

Percentage of survey participants (%)



Source: Strategy & report "The future of spare parts is 3D: A look at the challenges and opportunities of 3D printing"

In 2014, China-based company WinSun printed 10 single- storey detached houses in a day using four 33-foot wide and 22-foot tall concrete printers. Each house was printed for less than US\$5,000 (RM20,950).

Two years later, the world's first functional 3D-printed office opened in Dubai. The 2,700-square-foot structure was built in 17 days and cost US\$140,000 (RM586,600) to print.

This was followed in 2018 with the first permitted 3D-printed home built in the US, a collaboration between US-based construction technology company ICON and non-profit organisation New Story. As part of their project to tackle homelessness in Austin, Texas, ICON printed a 350-square-foot house in 48 hours at a cost US\$10,000 (RM41,900) as a proof of concept. Since then, the startup says it has delivered more than two dozen 3D-printed homes and structures across the U.S. and Mexico.

There are however, several major challenges in successfully marrying AM or 3DCP with IBS modular systems for large-scale construction projects. AM involves the additive assembly of only one material at a time, whereas houses are complex structures that comprise a wide range of material types.

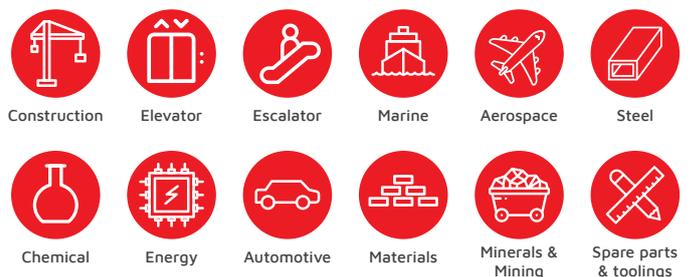
In addition, the cost of building walls is currently much cheaper using conventional methods, especially in countries with relatively low labour costs, like Malaysia.

There are also some difficulties in converting homogeneous printing material used in the 1D printing process into a multidimensional 3D process.

The nascency of AM technology for construction purposes means machinery's slow build rates affect efficiency of production. Some 3DCP printers lay down material at one to five cubic inches per hour. This can even be slower, depending on parts needed and manufacturing processes involved. Moreover, some 3DCP printers have poor mechanical properties, with the likelihood of layering and multiple interfaces causing product defects. Currently, there isn't any manufacturer in AM for IBS in Malaysia.

However, the Construction Industry Development Board (CIDB), CIDB IBS, CIDB Construction Research Institute of Malaysia (CREAM) and KA Bina have collaborated to develop the first 3D printed home in ASEAN. The development of the mock-up unit commenced in December 2021 and is expected to be completed in the first quarter of 2022.

### AM APPLICATION



## Supportive Policies And Incentives

The Industry4WRD policy is a national policy which aims to transform the manufacturing sector and related services in Malaysia through 4IR applications and technologies from 2018 to 2025. AM has been designated as one of the 11 4IR Pillars outlined under this national strategy. Thus, all initiatives and incentives under Industry4WRD can be leveraged to promote and encourage the adoption and development of AM.

There are 18 different Centre of Excellence (COE)s in various universities across Malaysia, which drive industry-academia collaborations within each 4IR focus area. AM has the potential to be a featured industry in Malaysia's upcoming New Industrial Master Plan.

This is in line with the five National Investment Aspirations (NIA): to increase economic complexity, create high-value jobs, extend domestic linkages, develop new and existing clusters, and improve inclusivity.

There are also multiple tax incentives and allowances to encourage higher adoption and production of AM software, machinery, and materials. Existing companies that want to adopt and integrate AM technologies into their business operations can explore Automation Capital Allowance, which is set at 200 per cent of expenditure incurred to purchase automation machinery or equipment used for the business.

Meanwhile, new R&D service providers that fulfil eligibility requirements can be considered for Pioneer Status (PS) or Investment Tax Allowance (ITA) under the R&D Incentive.

On the other hand, the IP Development Incentive caters for technology companies conducting R&D and have filed for patents, utility innovations or copyrighted software based on their R&D output. The incentive provides income tax exemption on the royalty or licensing fee revenues generated from those IPs.

For new manufacturing projects, companies can be considered for either PS or ITA for selected products under the Promoted List such as specialised machine tools or industrial machinery, modules for machinery or equipment and industrial parts or components, and selected AM materials that fall under the category of engineering plastic.

Reinvestment Allowance (RA) is available for existing companies which incur capital expenditure on expansion, diversification, automation or modernisation.

For the provision of technology solutions and software, the Digital Ecosystem Acceleration Scheme (DESAC) incentives announced under Budget 2022 is relevant to AM practitioners.

Under DESAC, new digital technology providers can be eligible for a corporate tax rate of 0 to 10 per cent for a maximum of 10 years.

Meanwhile, existing digital tech players undertaking diversification of new services or new segments may be eligible for a 10% corporate tax rate for up to 10 years.

DESAC also covers ITA for digital infrastructure providers, of up to 100 per cent on qualifying capital expenditure incurred within a period up to 10 years.

For more information on investment incentives in AM and IBS construction, **contact the Building Technology & Lifestyle Division of MIDA.**

### ▼ 3D Printer



*Credit images: CIDB, CIDB IBS, CIDB CREAM and KA Bina Consultancy Group Sdn Bhd.*



**SERVICES**

**03**

# Malaysia All Geared Up To Become A Hub For Digital Investments

The pandemic has accentuated the growing need to exploit digitalisation globally. The world has seen digitalisation accelerate at a tremendous speed for the past two years. This has forced businesses to shift and embrace digital transformation by being resilient and agile with more reliance on technology.

Thus, it becomes all the more imperative for Malaysia to find its niche in the digital economy, as well as attract and drive investment to achieve the aspiration set in the Malaysia Digital Economy Blueprint by positioning Malaysia as a digitally-driven, high-income nation and a regional leader in the digital economy.

MIDA recognises that agile policies and regulations are important in encouraging more digital FDI. The existing regulatory framework has to be responsive to innovative next generation business models arising from the growth of digital economy and the rapidly changing digital technology.

As the digital economy morphs into a new fuel of growth, the Government has announced tax incentives under Budget 2022 to further boost digital investments including the Digital Ecosystem Acceleration (DESAC) scheme to strengthen the whole digital ecosystem of Malaysia. Through the DESAC scheme, Malaysia aims to attract quality digital projects into the country and accelerate the development of the local digital economy value chain and create high income job opportunities.

The DESAC scheme is poised to complement the existing packages offered by other Investment Promotion Agencies (IPAs) such as the Multimedia Super Corridor (MSC) by MDEC with the aim to strengthen the entire digital ecosystem, including digital infrastructure.

The scheme also adopts a-whole-of-nation approach which resonates with Malaysia's tech strategies by encouraging investments from MNCs, SMEs, MTCs as well as startups. This will elevate local digital companies' capabilities to become a global leader in the digital space ranging from a digital tech provider, digital infrastructure provider and producer of technologies.

The DESAC focuses on two types of digital providers namely Digital Technology Providers (DTPs) that provide digital services based on IR4.0 and digitalisation technology related to manufacturing and manufacturing related services, as well as Digital Infrastructure Providers (DIPs) such as data centres and submarine cables.

A newly established company under the DTP category may be considered for an income tax rate of 0% to 10% for up to 10 years meanwhile an existing company under the DTP category that diversifies into new service activities or new service segments is subject to a 10% income tax rate for up to ten years.

Meanwhile, those under the DIP category are eligible for an investment tax allowance (ITA) of 100% on capital expenditure for qualifying activities that can be offset against up to 100% of statutory income for a period of up to ten years.

These incentives are in addition to the thriving ecosystem that creates a conducive business environment for digital companies. Essentially making Malaysia as a more compelling destination to attract long term quality digital investments as well as elevate local digital companies' capabilities to become global leaders in the digital space.

DESAC also yields to aim at developing and upgrading digital infrastructure which is fundamental in advancing the digital economy. Digital infrastructure, despite being the much-needed backbone for a thriving digital economy, is still lacking as accessibility remains limited in Malaysia.

The DESAC tax incentive is effective for applications received by MIDA from 30 October 2021 until 31 December 2025.

For more information, **contact Business Services and Regional Operations Division.**



# WHY MALAYSIA SERIES

04



# Empowering Manufacturers To Adopt 3D Printing

Oryx Advanced Materials is a leading US-based manufacturer of high purity, high-performance complex alloys used in creating thin films for a variety of applications, including magnetic storage and photovoltaic (PV) solar cells. The company's team of material scientists and engineers are experts in the fields of vacuum induction melting and powder metallurgy.

Oryx applies this expertise to educate and assist manufacturers that are considering the transition to utilising additive manufacturing (AM), commonly known as 3D printing. Oryx has created an ecosystem for this technology to empower manufacturers in the adoption of AM.

Founded in the United States in 1976 as a materials research company, Oryx relocated to Fremont, California in 1991 to meet the growing needs for the advanced materials required to fuel the flourishing, transformative technologies of emergent Silicon Valley startups.

## Continuous Innovation, Leveraging Opportunities

In 1999, Oryx Advanced Materials Sdn. Bhd. was established in Penang, Malaysia as a wholly owned subsidiary of Oryx. The expansion was made to serve the growing demand for sputtering targets and bonding services for producers of hard disk drives (HDD) and components that are concentrated in Southeast Asia, Japan, Taiwan, and China.

HDD technology was developed by engineers working at IBM's San Jose laboratory in California. The Oryx Fremont location was critical in participating in the development of new alloys that made digital storage possible and was integral in the development process of HDD.

In the 1990s, Southeast Asia – and Malaysia in particular – became the destination for the mass production of magnetic memory disks as HDD became the dominant digital storage solution. Selecting Malaysia for Oryx's production facility enabled the MNC to benefit from the strong support and responsiveness of the Malaysian government.

Oryx CEO, Victor Tan said, "Our entry into Malaysia in 1999 was well-timed with the surging disk drive industry in Southeast Asia. We began with a limited workforce focused on sputtering target bonding services."

"In 2002 we began the transition to produce HDD sputtering targets, transferring the technology and adding additional square footage, installing the capability to make and clean the sputtering system shields and vacuum chamber parts while upgrading both the technology and manufacturing capabilities," he recounted.

But the innovation did not stop there. In 2009, Oryx Malaysia entered the PV market and began producing sputtering target materials for this new and growing market, supporting multiple international companies that had chosen Malaysia for mass production of solar panels.

**Victor Tan, CEO, Oryx Advanced Materials**

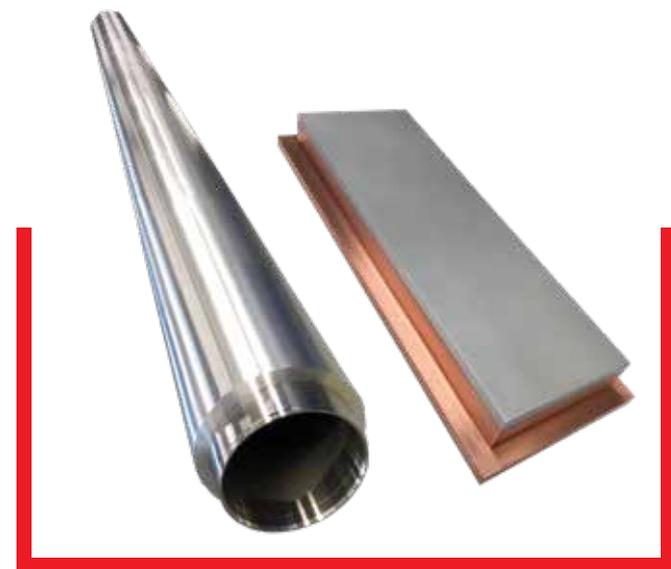




▲ Oryx Advanced Materials Sdn Bhd – Penang, Malaysia

PV has since become a major business segment for Oryx and is expected to continue its dramatic growth and dominance as the go-to renewable energy (RE) technology across the globe.

Tan recalled, “We were fortunate to have the capability and knowledge to support the PV industry. Without MIDA’s support and encouragement, it would have been much more difficult to advance to our current technology leadership position.”



▲ Photovoltaic Sputtering Targets

## Continued Growth, Solid Government Support

The Oryx Malaysia site in Penang now spans over 140,000 square feet and is staffed with more than 300 highly skilled technicians, engineers, and material scientists.

Tan said, “The company’s expertise in vacuum induction melting, inert gas atomisation, hot isostatic pressing, and material characterisation is unmatched in Malaysia and the surrounding countries. Significant growth is predicted as nations compete for these resources and services.”

Oryx has achieved the following certifications to service an existing and emerging customer base:

- ISO 9001:2015 QMS (Quality Management System)
- ISO 14001:2015 EMS (Environmental Management Systems)
- ISO 45001:2018 OH&S (Occupational, Health and Safety Management Systems)
- EN 9100:2018 (AS9100D and JISQ 9100:2016 Equivalent) Quality Management Systems - Aviation, Space and Defense Organizations

Tan noted, "We are now in the process of applying the experience, knowledge, and capability we have in metal alloy development to further the adoption and expansion of additive manufacturing."

"Our goal is to be a cornerstone company for Malaysia and Southeast Asia for the developing technology of 3D printing with metal powders. We not only make the metal powder, but we also collaborate in developing the printing parameters, provide the post-processing capability such as hot isostatic pressing, and offer prototyping to verify design capability," he added.



◀ Hot Isostatic Pressing (HIP)

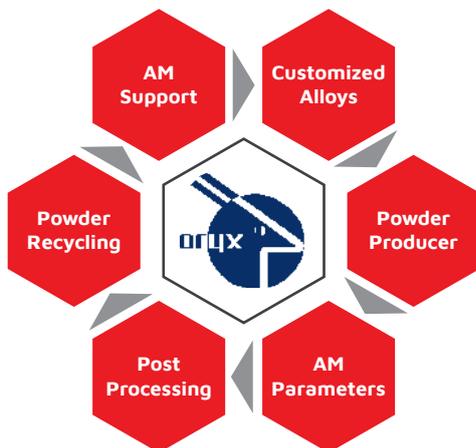


▲ Inert Gas Atomizer

The company also focuses on "AM Ecosystem", the ecosystem Oryx established to allow for Southeast Asia manufacturers to enter into the next generation of technology rapidly and seamlessly.

"The support from MIDA and Malaysia's strategic importance to Southeast Asia's growing economy have been key to our ability to grow our business in this part of the world," Tan said.

### ORYX'S AM POWDER ECOSYSTEM



When it came to selecting a viable country for Oryx's ongoing growth and foreign investment, Malaysia was the premier choice. Its geographic proximity to customers in Japan, China, and Taiwan made relocation of the company's large production facilities an obvious advantage, easily providing adequate space and enabling both swift communication and expedient material transfers.

The country was chosen for several economic factors in addition to its logistical superiority:

- ▶ An educated, multilingual workforce that provides an abundant selection of talent.
- ▶ A generous and competitive market economy that enables lower operating costs.
- ▶ Ease of doing business and helpful government policies.
- ▶ Convenient time zone for primary customers, allowing for timely and efficient communications with customers/partners and responsive project turnaround and delivery times.

## Continued Confidence in Malaysia

Oryx believes Malaysia continues to be an ideal location and one of the most convenient logistic and manufacturing hubs in Southeast Asia. "Oryx is committed to greater growth and prosperity with Malaysia and Southeast Asia as opportunities requiring material science "backbone" continue to multiply," Tan said, adding that the company looks forward to a lengthy, beneficial relationship for years to come.

"We continue to invest and seek out new opportunities in Malaysia particularly in emerging technologies and the new markets they present," he said.

For more information on how MIDA supports companies like Oryx Advanced Materials, visit MIDA's website at [www.mida.gov.my](http://www.mida.gov.my).



# GOING GLOBAL SERIES

05



Verdastro's eco straw products, derived from OPT. ▲

# Verdastro: On A Mission To Revolutionise Bioplastics And Oil Palm

Though officially registered as a company in May 2020, bioplastic innovator Verdastro Sdn. Bhd. (Verdastro)'s solutions are a result of three years of lab research since 2017. The company has successfully commercialised its key innovation: manufacturing bioplastic from Oil Palm Trunks (OPT).

The Verdastro team, led by its Executive Chairman Dato' Nasri bin Nasrun and Managing Director Mr. Amir Hakim bin Hashim, came upon the idea of using OPT as its raw material due to the abundance of stocks and resources. Typically, the trunks are left to decay naturally on-site at oil palm plantations post-harvesting.

Verdastro's dedicated research team – led by environmental biotechnology expert A.P Dr. Azrul Naim bin Mohamad – discovered a scientific formulation that produces bioplastic from OPT. Today armed with SIRIM Eco Label and Food Contact Application certifications, Verdastro is currently manufacturing eco straws and eco cutlery made from OPT.

## A unique bioplastics solution

Pre-pandemic, conservative estimates had Malaysians using 30 million plastic straws daily, with the majority of these single-use plastics ending up in landfills. Verdastro's OPT-to-bioplastics solution aligns with the oil palm industry's United Nations Sustainable Development Goals (UN SDGs) with regards to zero burning activity and reduced carbon emissions.

Verdastro Managing Director Mr. Amir Hakim bin Hashim said, "Currently, we are seeing the eco straw market overrun by starch-made, sugarcane-made and rice-made straws. However, these materials will eventually disrupt the chain of nutrition and food security for humans.

"Meanwhile, paper straws elicit a common complaint that they quickly become soggy when placed in a drink. In some cases, these straws start

to dissolve in liquid. Moreover, the manufacturing process for paper straws emits air pollution and uses gallons of fresh water. Contrast this to the manufacturing process for our eco straws from OPT: no air or water pollution,” he added.

Verdastro is currently focused on eco straw manufacturing, having set up a 23,000 square foot factory in February 2021 at Gebeng Industrial Park, near Kuantan Port. The factory, which is equipped with an in-house controlled R&D lab, can produce up to 21 million eco straws a month.

Moving forward, Verdastro will launch its eco cutlery solutions derived from OPT. Just like its eco straws, the OPT-based eco cutlery is entirely biodegradable and compostable, in keeping with the company’s goals to support a global circular economy.

## Reducing plastic waste in oceans

Amir Hakim bin Hashim pointed to the massive impact waste plastics have in water sources as a motivator for Verdastro’s innovation in bioplastics.



◀ **Amir Hakim bin Hashim,**  
Managing Director,  
Verdastro Sdn. Bhd.

He said, “From the tiniest plankton to the largest whales, plastics impact every species in our ocean. Every year, eight million metric tonnes of plastics enter our ocean on top of the estimated 150 million metric tonnes that currently circulate in our marine environments. There is evidence that microplastics and even smaller particles called nanoplastics can move from a fish’s stomach to its muscle tissue, which is the part that humans typically eat. War on plastic pollution requires concerted efforts from users and producers. Hence, Verdastro feels that we are playing our part by offering better eco alternatives to single-use plastics.

## Heightened consumer awareness

However, Verdastro’s solutions also make business sense in the current consumer environment, where end users are increasingly aware and want to know where and how the products they use daily are made. With heightened awareness and demand for environmental-friendly products, this has in turn affected their willingness to pay and purchase products like eco straws and cutlery.

Amir Hakim bin Hashim believes programmes and policies should focus on promoting environmental awareness and knowledge among consumers, towards improving willingness to pay.

“Though there are a lot of imported products that claim to be biodegradable and green from their countries of origin, doubts still linger as to the actual raw material and manufacturing process,” he remarked.

Nearly every material will biodegrade, given enough time. But the length of the biodegradation process is highly dependent on environmental parameters such as humidity and temperature, which is why Amir Hakim bin Hashim cautions against claiming that a plastic is “biodegradable” without further context.

“This also creates confusion between biodegradable, compostable and oxo-degradable plastics. Oxo-degradable plastics are neither a bioplastic nor a biodegradable plastic, but rather a conventional plastic mixed with an additive in order to imitate biodegradation,” he noted.

## Investing in going green

The world is going green, from recycling, bioplastic and power generation to organic groceries and sustainable fisheries. Everyone, it seems — including climate change scientists, businesses, consumers and politicians — are interested in easing the burden humanity places on the environment.

In choosing a sector for green technology investment, Amir Hakimin said the focus is on finding not just the most lucrative opportunities but also one that aligns with their personal and environmental interests.

“New initial public offerings can become top green investment prospects, as smaller, successful private companies grow and list on exchanges. Ideally, all green tech investments can be considered good investments, but keep in mind that there are risks associated with investing in any new technology as well as unknown and emerging companies,” he said.

For more information, please contact MIDA’s **Domestic Investment and Supply Chain Coordination Division**.



E-NEWSLETTER





**EVENTS**

**06**

# MIDA Journalist Programme

Annual Media Appreciation And Networking Hi-Tea



On 13 January 2022, the Corporate Communications Division organised the MIDA Journalist Programme – an annual media appreciation and networking event to strengthen relationships in appreciating partners and stakeholders’ contributions – to kickstart the new year, 2022. The event was held at Aloft Kuala Lumpur Sentral, and was attended by established local and international media representatives.

In line with the National Investment Aspirations (NIA), MIDA as the Government’s principal investment promotion agency under MITI - has put

in place comprehensive and competitive facilitation and investment initiatives to promote and attract quality domestic and foreign direct investments in the country.

Themed “Rebuilding a Sustainable Economy through Quality Investments and Strategic Investment Supply Chain Development in 2022”, the MIDA Journalist Programme highlighted MIDA’s continuous efforts to further develop and grow the local manufacturing and services ecosystems in Malaysia.

MIDA Chief Executive Officer Datuk Arham Abdul Rahman briefly expounded on the theme, and thanked media members for their unwavering commitment and support in helping MIDA to highlight Malaysia’s value proposition as a competitive investment destination in the region throughout 2021.

Building on this momentum in strengthening the engagement with journalists, MIDA is planning to organise similar programmes in 2022.



On 11 January 2022, MIDA Singapore Director, Mr. Vinothan Tulisathzan (bottom left), held a virtual meeting with Maybank Singapore to explore opportunities arising from the gradual reopening of the Singapore-Malaysia border via the Vaccinated Travel Lane (VTL) and the One-Stop-Centre for Business Travellers. They also discussed joint promotional activities and programmes in 2022 to attract investments from Singapore into Malaysia.



On 11 January 2022, MIDA Melaka Director Mr. Jaibalan Harirajan (front row, fourth from right) attended the MIDA-UTEM Industry Roundtable 2022 jointly organised with Universiti Teknikal Negeri Melaka (UTeM). The event was held with the objective of creating an industry-academia collaboration in developing quality talents, internship programmes and Research and Development (R&D).



On 12 January 2022, MIDA Melaka Director Mr. Jaibalan Harirajan (fifth from right) presented CSC Steel Holdings Berhad with the Government's facilitation and support. The company plans to upgrade their current production facility by adopting renewable and energy conservation as part of CSC Steel's journey towards Industry 4.0.



On 14 January 2022, MIDA Singapore Director, Mr. Vinothan Tulisathzan (centre), attended a meeting with the Singapore Business Federation (SBF). The meeting was aimed to unearth insights on opportunities for Singapore companies to explore Malaysia's dynamic ecosystem.



On 19 January 2022, Food Technology and Resource Based Industries Division Deputy Director, Nurul Shams Rusli (right), spoke at the Malaysian Timber Industry Board (MTIB)'s webinar entitled "Briefing on Incentive Facilities to Assist the Timber Industry's Move Towards Industry 4.0". MIDA offered facilitation and assistance to 100 participants during this segment, alongside other agencies including the Malaysia Productivity Corporation (MPC) and the Malaysian Industrial Development Finance Berhad (MIDF) Group.



On 19 January 2022, MIDA Sabah Director, Mr. Wong Tiang Sing (centre) hosted a meeting with members of the Federation of Malaysian Manufacturers (FMM) Sabah to provide updates on the latest Government policies, incentives, and investment support.



On 19 January 2022, MIDA Chief Executive Officer, Datuk Arham Abdul Rahman (second from left) received a courtesy call from MIDA Melaka Investment, Industry, and Entrepreneur Development Senior Exco, Datuk Seri Ab. Rauf Yusoh (second from right). Also in attendance were representatives from the Melaka State Development Corporation (PKNM), Invest Melaka, and the Melaka Waterfront Economic Zone. Discussions centred on investor partnerships for projects involving electric vehicle manufacturing, theme parks, hotels, global hubs, and regional operations.



On 20 January 2022, MIDA Chief Executive Officer, Datuk Arham Abdul Rahman (third from right) was a panelist at the REHDA Institute CEO Series 2022 Annual Property Developers Conference entitled "Attracting Strategic Foreign Investment into Malaysia: How Can Malaysia Differentiate Itself Regionally?" The conversation centered on Malaysia's strengths in attracting foreign direct investment (FDI), dynamic investment policies, and MIDA's investment promotion activities for 2022.



On 21 January 2022, MIDA organised a webinar on Smart Automation Grants (SAG) for companies in Sabah, Sarawak, Kelantan, Terengganu, Kedah, and Perlis. SAG is aligned with both the National Investment Aspirations (NIA) and the Shared Prosperity Vision 2030.



On 21 January 2022, MIDA Sydney Director, Ms. Noraisyah Nordin (top row, second from right) gave Hunternet members an overview of Malaysia's business and investment opportunities. Hunternet is a network of more than 200 manufacturing, engineering, and specialty services businesses in the Hunter and Central Coast regions of New South Wales, Australia.



On 21 January 2022, MIDA Taipei Director, Ms. Syakella Zakaria (centre) spoke at the "Sharing Forum on Malaysia Inter-Industry Alliance New Southbound Matching" event. More than 70 companies were briefed about Malaysia's business and investment opportunities.



On 21 January 2022, MIDA Paris Director, Mr. Pravinganesha Rajoo (right) met with 30 Portuguese captains of industry and potential investors at a hybrid roundtable meeting co-hosted by MIDA and the Portuguese Industrial Association (AIP). The session was well received, with many participants expressing strong interest to explore the Malaysian and ASEAN markets.



On 25 January 2022, MIDA Tariff Section Deputy Director, Ms. Maizatul Akmar Mohammed Hashim (left) spoke on "Duty Exemption on Raw Materials and Components: Application Procedures and Requirements" at the Federation of Malaysian Manufacturers (FMM) Seminar entitled "Taking Advantage of Customs and Trade Facilities to Benefit Your Business." The seminar also featured speakers from the MIDA Business Services and Regional Operations Division and the Royal Malaysian Customs Department.



On 25 January 2022, MIDA Chief Executive Officer, Datuk Arham Abdul Rahman (centre) received a courtesy visit from the Ambassador of The Islamic Republic of Iran to Malaysia, His Excellency Ali Asghar Mohammadi (second from left). The discussion explored potential partnerships in a few economic areas.



On 26 January 2022, MIDA Negeri Sembilan Director, Ms. Zetty Hamimi Zakaria (left) attended the Opening Ceremony of Rhone Ma Malaysia Sdn. Bhd.'s new manufacturing facility in Nilai. The ceremony was officiated by Negeri Sembilan Menteri Besar, Dato' Seri Aminuddin Harun (second from left) together with Malaysian Veterinary Services Department Director-General, Dato' Dr. Norlizan Mohd Noor. Also in attendance were Rhone Ma Malaysia Independent Non-Executive Chairman Dato' Hamzah Mohd Salleh (second from right) and Group Managing Director, Lim Ban Keong (right).



On 27 January 2022, MIDA Domestic Investment Division Director, Mr. Sukri Abu Bakar (seated, second from right) briefed the ASEAN Chamber of Commerce and Industry (ACCI) and the Malaysia Digital Chamber of Commerce (MDCC) on MIDA's functions and facilitation support for Malaysian small and medium enterprises (SMEs) as well as the startup ecosystem. This initiative is an ongoing effort by the Division to update existing and potential investors on Government's policies and facilities to boost private domestic investments.



On 28 January 2022, MITI Deputy Minister, Datuk Lim Ban Hong (third from left) and MIDA Johor Director, Mr. Shahzul Jayawirawan Mohd Yunus (left) visited Biocon Sdn. Bhd. to discuss the company's future plans in Malaysia. MIDA applauded Biocon's continuous collaboration efforts with Universiti Teknologi Malaysia (UTM) and SEGI College in Research and Development (R&D) and human capital development.



On 28 January 2022, MIDA – together with the Malaysia Productivity Corporation (MPC) and Intel Malaysia – awarded Intel's Artificial Intelligent (AI) Kits to 5 local universities: Universiti Malaya (UM), Universiti Sains Malaysia (USM), Universiti Tunku Abdul Rahman (UTAR), Universiti Tenaga Nasional (UNITEN), and Asia Pacific University (APU). The handover event was part of the Artificial Intelligence for Universities (AI4S) programme launched in November 2021 to facilitate the building of AI Labs among these institutions to cultivate computational thinking skills among students.

# E-NEWSLETTER



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**07**



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## OUR COMMUNICATION TOOLS



### MIDA WEBSITE

With more than 70,000 average visits per month, our website provides useful & relevant information, which serves as a reference for potential investors in doing business in Malaysia.

**Homepage : RM 1,500 per week**

### E-NEWSLETTER

With more than 70,000 registered subscribers & growing, our monthly English e-Newsletter contains the latest industry & services updates as well as activities held throughout the month.

**Full page : RM 6,000 per issue**

**Half page : RM 3,000 per issue**

**Quarter page : RM 2,000 per issue**



One of our video wall at MIDA lobby



Some of our LCD TVs at MIDA lobby

### DIGITAL SIGNAGES

Our digital signages are situated within our HQ building. Located in the heart of Kuala Lumpur, MIDA's headquarters sees hundreds of visitors through its lobby every day.

**Video wall : RM 6,000 per month**

**LCD TV : RM 3,000 per month**

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HALL TYPES		GOVERNMENT	PRIVATE
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BANQUET HALL (230 PAX)	Inclusive of: • Basic AV System	RM 3,000	RM 3,500
PERDANA + BANQUET HALL	Inclusive of: • VIP Holding Room • PC Room • Basic AV System	RM 7,500	RM 9,000

F&B PACKAGES		GOVERNMENT	PRIVATE
<b>A</b>	Inclusive of: • Refreshment • Tea Break • Lunch • Hi-Tea	From RM 100 / Pax	
<b>B</b>	Inclusive of: • Refreshment • Tea Break • Hi-Tea	From RM 80 / Pax	
<b>C</b>	Inclusive of: • Refreshment • Tea Break/Hi-Tea	From RM 50 / Pax	

## PRIVATE MEETING ROOM

ROOM TYPES		GOVERNMENT	PRIVATE
BOARD ROOM (30 PAX)	Inclusive of: • VIP Holding Room • VIP Lounge • AV System	RM 2,000	RM 2,500
USA ROOM (25 PAX)	Inclusive of: • Basic AV System	RM 1,500	RM 1,850
JAPAN ROOM (50PAX)	Inclusive of: • Basic AV System	RM 1,500	RM 1,850

F&B PACKAGES		GOVERNMENT	PRIVATE
<b>A</b>	Inclusive of: • Refreshment • Tea Break • Lunch • Hi-Tea	From RM 100 / Pax	
<b>B</b>	Inclusive of: • Refreshment • Tea Break • Hi-Tea	From RM 80 / Pax	
<b>C</b>	Inclusive of: • Refreshment • Tea Break/Hi-Tea	From RM 50 / Pax	

## TRAINING ROOM

ROOM TYPES		GOVERNMENT	PRIVATE
SIGMA\ GAMMA ROOM (40PAX)	Inclusive of: • Basic AV System • 1 Flipchart • 2 Mahjong Paper • 2 Marker Pens	RM 850	RM 950
F&B PACKAGES		GOVERNMENT	PRIVATE
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 • Service Staff, linen, dome, logistic (RM200)  
 \*F&B by MIDA's panel caterers

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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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