



# DOING BUSINESS WITH MALAYSIA - CONTACT US

Find your ideal business partner in  
Malaysia – where reliability and quality  
are imperative.



Quality, consistency and competitive pricing; these are the hallmarks of Malaysia's export sector. Strategically located in the heart of South East Asia, Malaysia has a vibrant and open economy, a stable political environment and a highly capable workforce making it one of the most preferred countries to do business with today.

Being one of the top trading nations of the world, Malaysia's achievements have been largely due to a systematic and determined approach to developing world-class manufacturers and service providers within an environment that promotes effective and efficient business. The development of world-class infrastructure, innovative and sound banking and financial systems and logistics to rival the world's best provides a conducive environment for businesses to thrive.

Over the years, Malaysia has attained an enviable record in the export of products and services and currently provides a wide range of high quality items including electrical and electronics products, textiles and apparel, furniture, machinery and equipment, automotive, parts and accessories, optical and scientific equipment as well as range of green and environmental friendly products. It is also a world leader in the export of palm oil, medical and household gloves, air conditioners and halal products.

In the past several years, Malaysia's professional services providers have also come to be widely sought in the areas of construction, engineering, architecture, education, healthcare, software development, printing and publishing services as well as financial services. Today these companies operate around the world on a myriad of projects.

A testament to the confidence the global business community has in Malaysia's liberal trade and investment policies are the over 4,000 international companies from more than 50 countries that have made Malaysia their offshore base. This and the World Economic Forums Global Competitiveness Index 2011-2012 placing Malaysia as the 21st most competitive economy globally, makes the choice of Malaysia as a business partner truly easy.

# ABOUT MATRADE

As Malaysia's national trade promotion agency, Malaysia External Trade Development Corporation (MATRADE) is responsible for assisting Malaysian companies venture into the international market. Today, as MATRADE continues to put the spotlight on capable Malaysian companies on the international stage, MATRADE is helping to make the phrase 'Made-in-Malaysia for the World' synonymous with excellence, quality, reliability and trustworthiness.

Driven by the vision of positioning Malaysia as a globally competitive trading nation, MATRADE assists Malaysian companies establish their presence overseas through different promotional programmes, including participation in trade missions, specialised marketing missions and international trade fairs as well as through capacity development initiatives.

MATRADE, supported by more than 40 offices in major cities across the globe assists foreign buyers in establishing links with Malaysian enterprises by furnishing accurate and reliable information on Malaysian companies, products and services. MATRADE connects individual buyers visiting Malaysia with suppliers or potential business partners and provides advice on doing business with Malaysia.

MATRADE organises a number of international events in the country, designed to bring foreign buyers to Malaysia to meet domestic companies. Meetings organised during these Incoming Buying Missions between international buyers and local exporters provide extensive business opportunities for companies especially Small and Medium Enterprises (SME) to establish new contacts and expand into the export business.

Malaysia Export Exhibition Centre (MEEC) is a permanent displaying centre at MATRADE, showcasing Malaysian products and services. Business meetings are arranged for international buyers to meet with Malaysian companies displaying their products and services at MEEC, a one stop sourcing centre.

To give Malaysian companies the competitive edge in international trade, one of MATRADE's main services is to disseminate timely and relevant information as well as market intelligence to Malaysian companies. MATRADE Portal provides extensive information to both the foreign and local business communities that are useful for enhancing business opportunities.

In addition, the exporting community can also retrieve trade information from the Business Information Centre (BIC) at MATRADE. The centre has a vast collection of international trade and business materials in both printed and electronic format. BIC also has a comprehensive collection of trade publications, online databases, CD-ROMs and audio-visual materials to assist companies undertake market research for export.

For more information on MATRADE and services, please visit [www.matrade.gov.my](http://www.matrade.gov.my).



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# MIDA

The Malaysian Investment Development Authority (MIDA), is the government's principal agency for the promotion, development and coordination of the manufacturing and services sectors in Malaysia.

MIDA is the first point of contact for investors who intend to set up projects in these sectors in Malaysia. Investors are 'handhold' all the way from fact finding mission until they begin operations in Malaysia. The wide range of services provided by MIDA, include providing information on the opportunities for investments, as well as facilitating companies which are looking for joint venture partners.

Headquartered in Malaysia's capital city of Kuala Lumpur, MIDA has established a global network of 24 overseas offices covering countries in North America, Europe, Middle East, Africa and the Asia Pacific region to assist investors interested in locating their manufacturing and services operations in Malaysia. Within Malaysia, MIDA has 12 state offices offering the same services.



**MIDA**

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# USEFUL CONTACTS

## Ministry of International Trade and Industry (MITI)

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## SME Corporation Malaysia (SME Corp)

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## Halal Industry Development Corporation (HDC)

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## Royal Malaysian Customs

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T: 603 8882 2100 / 2300 / 2500  
F: 603 8889 5899 / 5901  
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## Immigration Department of Malaysia

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## Bank Negara Malaysia (Central Bank)

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## Business Information Counter (BIC)

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