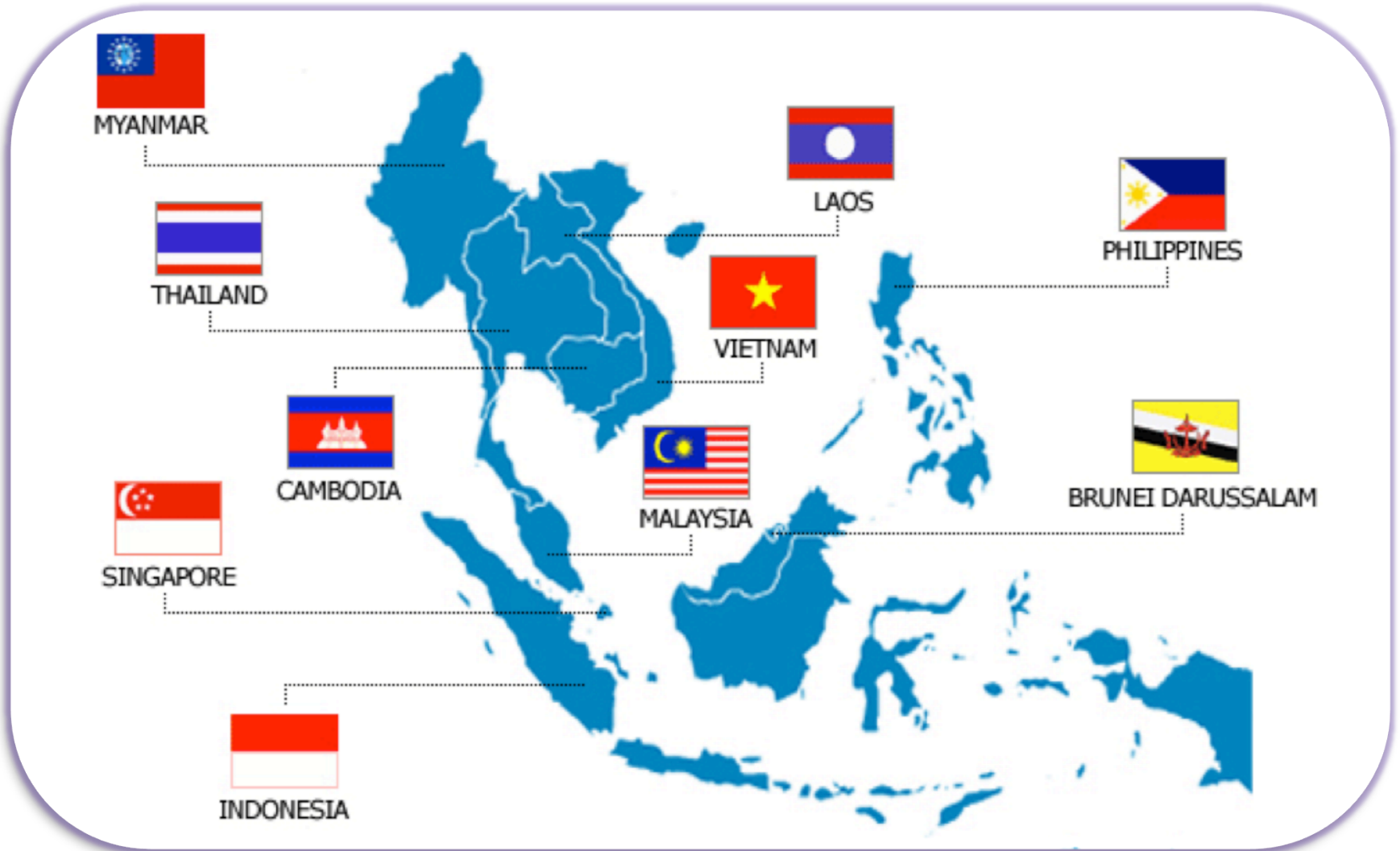


MALAYSIA

YOUR STRATEGIC BUSINESS PARTNER

18 November 2013

MAP OF MALAYSIA

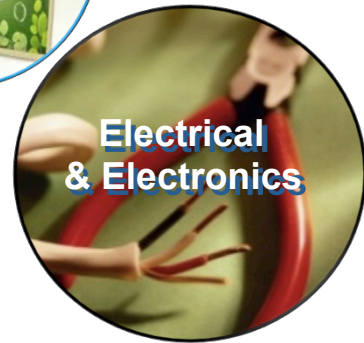


MALAYSIA' S KEY INDICATOR 2012

Land Area	330,252 sq km
Capital	Kuala Lumpur
Population	29.9 million
GDP (%)	5.6%
Inflation (%)	2.5 – 3.5% (f)
Per Capita Income	€ 9,204
Unemployment (%)	3.0
International Reserves (€ billion)	74.5
Retained Imports Equivalent (month)	8.5
GDP Composition by sector	
• Agriculture	7.3%
• Mining	7.2%
• Construction	3.3%
• Manufacturing	27.7%
• Services	57.4%

WHY MALAYSIA?

- Political & Economic Stability
- Pro-business Government
- Liberal Investment Policies
- Transparent Policies
- Sound Banking System
- Trainable & Educated Labor Force
- Year-long Warm and Sunny Climate
- Excellent Health and Transport Infrastructure



MALAYSIA' S INTERNATIONAL RANKINGS

7th in Economic Performance (10th in 2012)

4th Business Efficiency (6th in 2012)

15th Most Competitive Economy in 2013

by IMD (International Institute for Management Development) World Competitiveness Yearbook 2013

12th For Ease of Doing Business (18th in 2012) by The World Bank

24th Most Competitive Nation (25th in 2012)

Global Competitiveness Report 2013 - 2014 by World Economic Forum

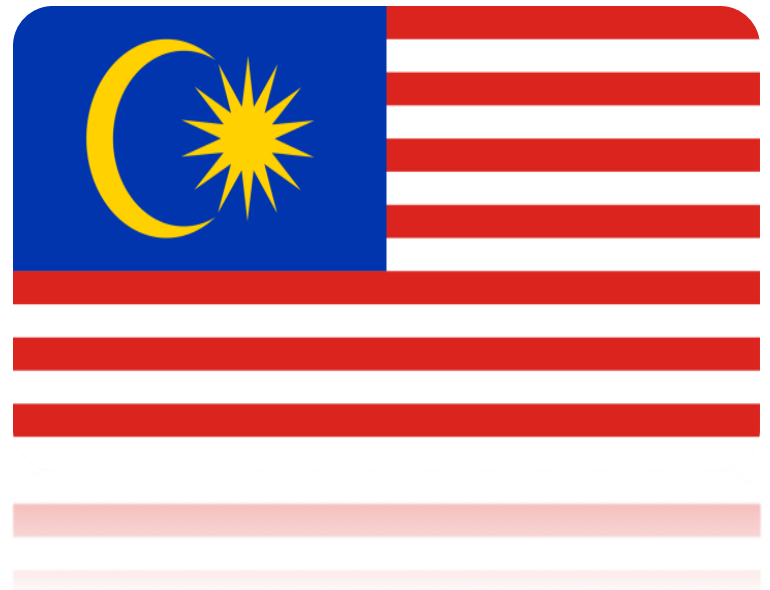
24th largest exporters with share 1.2% (25th in 2011)

25th largest importers with share 1.1% (27th in 2011)

24th largest trading nation with share 1.1% (25th in 2011)

by World Merchandise Trade in 2012 (WTO ranking)

BILATERAL TRADE

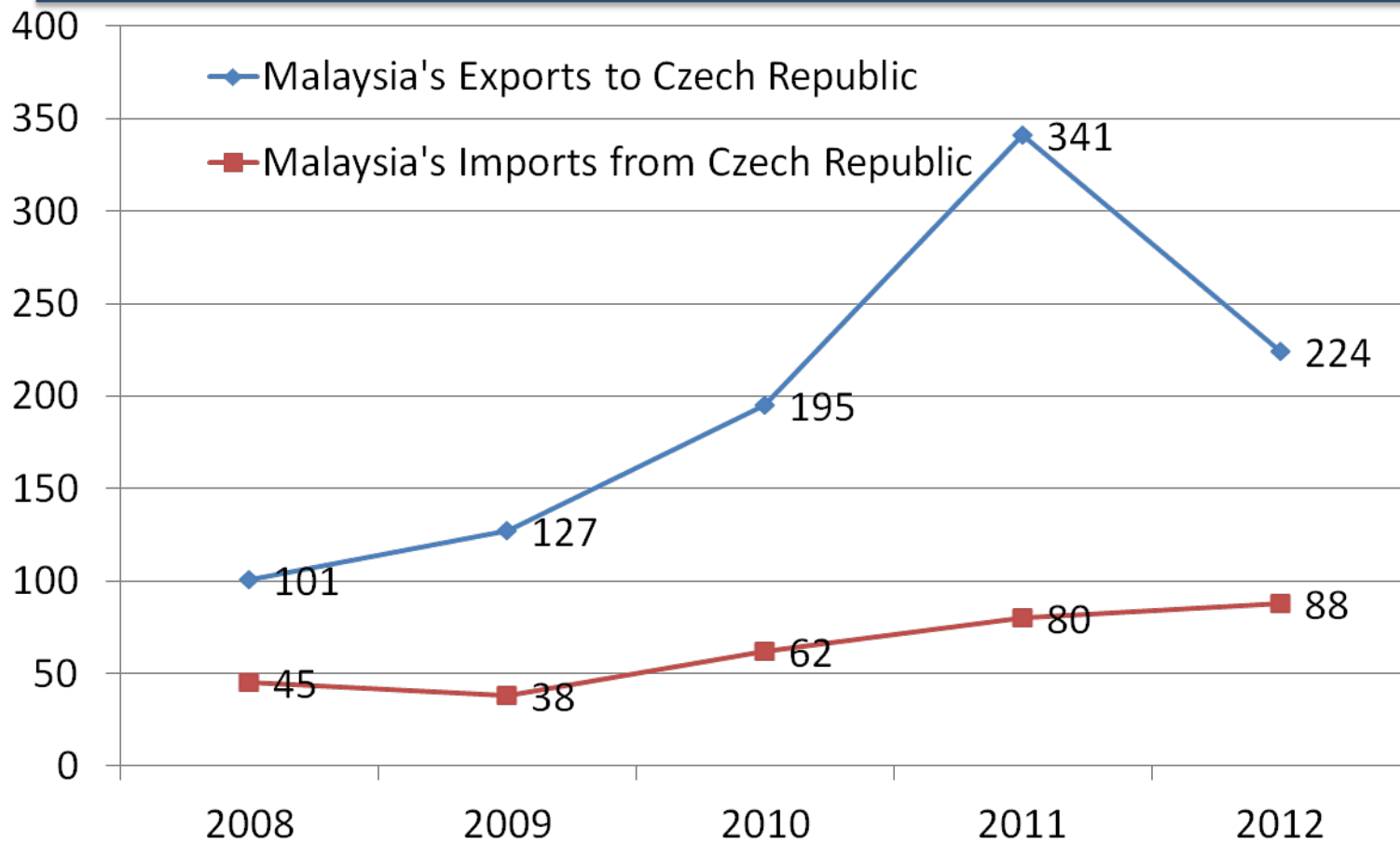


MALAYSIA – CZECH REPUBLIC BILATERAL TRADE

(MIL Euro)	<u>2011</u>	<u>2012</u>	<u>12/11</u> <u>%Change</u>
<i>Total Trade</i>	421.0	312.0	(25.9)
<i>Exports</i>	341.0	224.0	(34.2)
<i>Imports</i>	80.0	88.0	9.61
<i>Balance of Trade</i>	261.0	144.0	

Source: World Trade Atlas

BILATERAL TRADE



Czech Republic - 45th export market and 60th import source for Malaysia

Source: World Trade Atlas

MAJOR IMPORTS / EXPORTS PRODUCTS (2012)

Major Export Products by Malaysia	€ Million	% share
Electric Machinery and Equipment	102	45.4
Machinery Products	87	38.8
Rubber Products	13	5.9
Plastics Products	11	5.1
Furniture Products	2	0.9

Major Import Products from Malaysia	€ Million	% share
Electric Machinery and Equipment	41	46.2
Machinery Products	9	10.4
Rubber Products	7	7.9
Optic products	6	6.3
Diary Products	5	5.4

Source: World Trade Atlas



OFFERS FROM MATRADE TO FOREIGN BUYERS

- Furnishing information on Malaysian products and services
- Servicing trade and business enquiries on Malaysia's exports
- Managing incoming buying missions and scheduling business meetings with Malaysian exporters
- Assisting individual buyers visiting Malaysia for suppliers / business partners
- Disseminating information on international trade exhibitions, conventions and other events held in Malaysia

26 - 28 Nov 2013
Menara MATRADE
Kuala Lumpur, Malaysia

REVITALISING EXPORT GROWTH

Supported by:



Ministry of International
Trade and Industry

Organised by:



Malaysia External Trade
Development Corporation

Managed by:



Qube Integrated Malaysia
Sdn Bhd

Concurrent Event:



KL International
Trade Forum

www.intrademalaysia.my



Menara MATRADE, Kuala Lumpur, Malaysia | 26 - 28 Nov 2013

REVITALISING EXPORT GROWTH



www.intrademalaysia.my

Discover INTRADE



International Trade Malaysia 2013 (INTRADE 2013)

- annual international trade and export exhibition.
- the 7th Malaysia International Event for Exporters.
- provides the platform for networking, business matching, exchange of ideas and knowledge amongst the business communities from different countries, especially those seeking to venture into the global market.



Menara MATRADE, Kuala Lumpur, Malaysia | 26 - 28 Nov 2013

REVITALISING EXPORT GROWTH



www.intrademalaysia.my

- **Leading trade fair** in the ASEAN region with an average business sales growth of 27% since it first show in 2007.
- **Focused fair** which draws targeted visitors from the Building Materials, Electrical and Electronics (E&E) and Information & Communication Technology (ICT); Manufacturing Support and Lifestyle sectors.
- **Offers opportunities** in a challenging and competitive international trading environment.
- **Platform** for promoting a wide range of products & services.
- **One-stop sourcing centre** for products & services that meet international requirements.
- Provides **opportunities to explore** new markets, establish contacts and develop strategic alliances.



Menara MATRADE, Kuala Lumpur, Malaysia | 26 - 28 Nov 2013

REVITALISING EXPORT GROWTH



www.intrademalaysia.my

INTRADE 2012 - Past Records At A Glance

- **435** exhibitors comprising **377** companies from **15** countries
- **10,000 sqm** of exhibition space
- **8472** visitors from **59** countries
- **RM815 mil** (USD 264.61 mil) in potential sales



- In conjunction with INTRADE 2013, MATRADE would like to invite your company to meet Malaysian manufacturers and exporters in a **one-on-one business meetings at MATRADE on 25 November, 2012 (Monday).**
- Foreign buyers will participate in 12 business meetings organised by MATRADE according to the specification of products and services indicated in the Registration Form.
- Foreign buyers selected to participate in this programme are entitled to **complimentary accommodation (up to 5 days 4 nights stay, from 24 – 28 November, 2013) and airport and hotel transfers.**

MIHAS[®]

THE GLOBAL
HALAL MARKET PLACE

International Halal Showcase



WORLD HALAL WEEK KUALA LUMPUR, MALAYSIA 3-6 APRIL 2013



Don't miss the opportunity to delve deeper into the Halal ecosystem and its innovations and network with experienced industry thought leaders, organisations, academicians and practitioners. Join us at the World Halal Week Conference on 3-4 April 2013 at the KL Convention Centre.

10th INTERNATIONAL HALAL SHOWCASE

A Decade Of Excellence

3-6 APRIL 2013

11 am - 7 pm (3 April) | 10 am - 7 pm (4-6 April)

KUALA LUMPUR CONVENTION CENTRE
KLCC, MALAYSIA

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The undisputed focal point for the global Halal industry.

READ MORE

VISITOR



Exhibit and gain invaluable benefits at MIHAS 2013.

READ MORE

INCOMING BUYING MISSION



Key Selling Point: Business Matching During MIHAS.

READ MORE



- MATRADE organised **International Halal Showcase (MIHAS)** is scheduled to be held in Kuala Lumpur Convention Centre (KLCC), Kuala Lumpur in **April 2014**.
- MATRADE organised **one-on-one business meetings for one day only** between foreign buyers and Malaysian manufacturers and exporters. There was a special session for foreign buyers to meet the exhibitors.
- MIHAS targeted sectors are as:
 - **Consumables product such as Food & Beverages, Seafood, Confectionery, Pharmaceuticals and etc.**
 - **Non-food Products (Perfumery, Toiletries, Cosmetics, Personal & Body Care)**
 - **Services (Halal Certification, Islamic Financial, Banking & Takaful)**
- Foreign buyer attending the Business Meetings are entitled to **complimentary accommodation (up to 4 days 3 nights stay)** and **airport and hotel transfers**.



OTC ASIA 2014

Offshore Technology Conference Asia

25-28 March 2014 • Kuala Lumpur, Malaysia

“Meeting the Challenges for Asia’s Growth”

OTC ASIA 2014

25 – 28 MARCH 2014



- Invitation to meet and source from Malaysian oil and gas companies through the **one-on-one business meetings at Kuala Lumpur Convention Center (KLCC)** on **25 & 26 March 2014**. This event will also be held in conjunction of the annual Formula 1 Grand Prix in Malaysia which will create a unique opportunity among OTC Asia participants to experience both prestigious events and the famous Malaysian hospitality simultaneously.
- Interested buyers attending the Business Meetings are entitled for:
 - **sponsored accommodation (up to 4 days 3 nights stay, from 24 – 27 March 2014)**
 - **airport transfers only for arrival on 24 March at Kuala Lumpur International Airport (KLIA)/Local Cost Carrier Terminal (LCCT) and departure only on 26 or 27 March 2014 from KLIA/LCCT.**
 - **hotel - KLCC transfers.**
- Submit the **Registration Form** before **30 November 2013**. MATRADE can also assist your company to meet with other Malaysia's oil and gas companies that you may have already identified.

OTC ASIA 2014

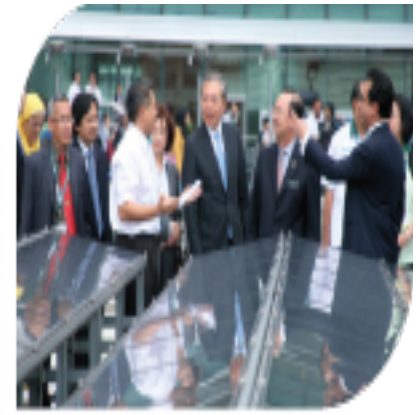
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IBM IGEM 2014, October 2014

The International Greentech & Eco Products Exhibition and Conference Malaysia



IBM IGEM 2014, October 2014

- The Ministry of Energy, Green Technology and Water, Malaysia (KeTTHA) will be organizing IGEM in October 2014. IGEM continues to take the green lead in the region towards sustainable growth and development for the future.
- MATRADE will be organising an Incoming Buying Mission in a one day **one-to-one pre-arranged business meetings**. Foreign buyers are also the special guest for the Opening Ceremony of IGEM.
- IGEM is an effective venue for green products and services buyers and sellers to meet and conduct transactions. The focus sectors are Energy & Energy Efficiency, Green Building Materials and Eco-products and Related Services.
- Foreign buyers are entitled to complimentary accommodation of **maximum of 4 days 3 nights stay and airport transfers**.

NATIONAL CRAFT DAY 2014



- **Malaysian Handicraft Development Corporation (MHDC) under Ministry of Information, Communication and Culture of Malaysia**



National Craft Day Celebration



- National Craft Day is on the 12th National Craft Day Celebration from 26 February to 10 March 2014.
- Celebrated since 2003, this event is regarded as the **biggest craft fair in Malaysia** with participation from more than 400 craft entrepreneurs from all over the country, showcasing various kind of crafts – from batik and woven textile, ceramics, woodcraft, metal craft, jewelry to forest-based items. Apart from the craft sales, other activities are also organized such as craft exhibition, demonstration as well as cultural performance.
- **An Incoming Buying Mission (IBM)**, a prearranged business meetings exclusively with the craft entrepreneurs. The special incentives such as :
 - a) **Return air ticket (economy class) for ONE person from each company**
 - b) **Ground transfer**
 - c) **Factory Visit**



Malaysia International Commodity Conference and Showcase (MICCOS) 2014

- Malaysian Timber Council (MTC) under Ministry of Plantation Industries and Commodities of Malaysia.
- Promotion of palm oil, rubber, timber, cocoa, pepper, kenaf, tobacco and sago.
- **An Incoming Buying Mission (IBM)**, prearranged business meetings are held exclusively between Malaysian manufacturer and exporters with the foreign buyers. The sponsorship package for eligible buyers are :
 - a) **Return air ticket (economy class) for ONE person from each company**
 - b) **Accommodation**
 - c) **Local transportation**





For more information, contact MATRADE Warsaw at:

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