

# Malaysia special

(Promotional content)

## Partnership with Japan always has room to grow

**DATO' SERI MOHAMED AZMIN ALI**  
SENIOR MINISTER & MINISTER OF  
INTERNATIONAL TRADE AND INDUSTRY



Over the past 65 years, the relations between Malaysia and Japan have grown substantially. The implementation of the Look East Policy (LEP) since 1982 has been the main catalyst in

consolidating the special bond of friendship between Malaysia and Japan, through strong cooperation, high-level interaction and people-to-people linkages.

Indeed, our collaborative relations have led to greater momentum for our progressive bilateral partnership. With shared interests, Malaysia and Japan are partners in many areas on bilateral, regional and multi-lateral platforms.

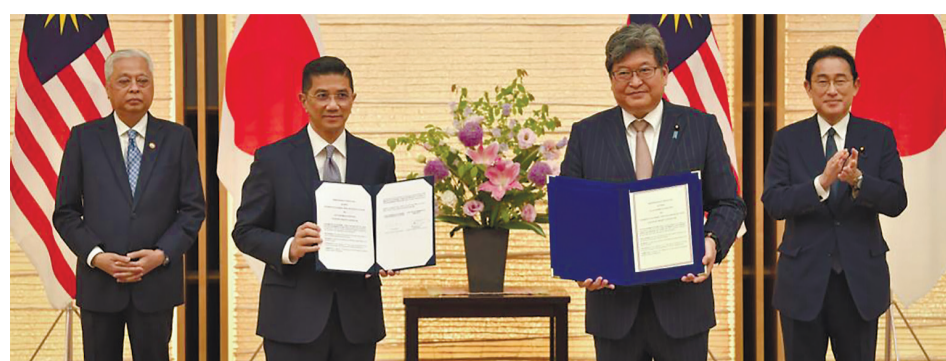
Benefits have accrued over the years with technology transfers in strategic sectors that have constantly contributed to the overall industrial development of Malaysia. The LEP



**Mohamed Azmin Ali attends the opening ceremony of the 39th MAJECA-JAMECA Joint Conference in Kuala Lumpur on 1 August 2022**  
MINISTRY OF INTERNATIONAL TRADE AND INDUSTRY

has succeeded beyond its original objective of fostering human resource development and capacity building grounded in Asian values. Our multifaceted collaboration under the LEP platform has enabled Malaysia and Japan to further advance a close and solid economic partnership over a wide spectrum of areas, notably in manufacturing, tourism, trade and investment.

Underpinned by Malaysia's strong interest in economic collaboration, the LEP has since



**Senior Minister of Malaysia's Ministry of International Trade and Industry Mohamed Azmin Ali exchanges an agreement on aircraft industry cooperation with Japan's former Minister of Economy, Trade and Industry Koichi Hagjuda on May 27.** MINISTRY OF INTERNATIONAL TRADE AND INDUSTRY

evolved, with the focus of LEP 2.0 shifting to trade and investment in 2013. Essentially, LEP 2.0 has engendered new partnerships across a wide range of socioeconomic cooperation that includes the halal industry, disaster management, health care, smart manufacturing and small and midsize enterprise development.

Bilateral trade with Japan has increased substantially, reaching 149.76 billion ringgit (\$36.14 billion) in 2021, making Japan the fourth-largest trading partner for Malaysia. Japan is also one of Malaysia's largest foreign investors in terms of implemented projects.

As of 2021, a total of 2,709 manufacturing projects with Japanese participation are underway, with total investment worth 90.9 billion ringgit. These projects have generated enough jobs to employ 337,280 people. As we commemorate the 40th anniversary

of the LEP and the 65th anniversary of diplomatic ties between Malaysia and Japan this year, we are not only celebrating the achievements of the past, but also crystallizing prospects for the future. With our shared aspirations toward the future, I believe it is crucial for both countries to explore new and creative ways to deepen and widen our collaboration in areas of mutual interest, premised on the environmental, social and governance agenda. In this regard, Malaysia looks forward to the 2025 World Expo in Osaka for our two countries to forge further linkages in shaping a better future.

Last but not least, it is my hope that we will soon elevate our bilateral relations to a comprehensive strategic partnership, to concretize our collaboration in new areas in facing global challenges and moving us to a bright and strong future.

## METI's three ideas for next stage of Look East

**YASUTOSHI NISHIMURA**  
MINISTER OF ECONOMY,  
TRADE AND INDUSTRY



This year marks the 65th anniversary of the establishment of diplomatic relations between Malaysia and Japan and the 40th anniversary of the Look East Policy.

Under the LEP, about 26,000 Malaysians have so far studied in Japan and are actively pursuing lives and careers in various fields. They have acquired knowledge of Japanese language and values, and have greatly advanced our mutual understanding, further bolstering an unshakable bridge between Japan and Malaysia. This has attracted more investment from Japan, and there are now about 1,600 Japanese firms doing business in Malaysia.

The exchanges between Japan and Malaysia are not limited to business. I visited Malaysia on my honeymoon in 1995. We enjoyed the beautiful sea and nature, the historical and modern cityscapes and the delicious Malay cuisine, leaving me with deep feelings for the country.

These deep connections between Japan and Malaysia are due in large part to the results of the LEP. Now that we are celebrating its 40th anniversary, we need to further develop this policy to meet the needs of the times, which have changed dramatically.

It is my intention to see the LEP advance in three core directions in the future.

First, we need to strengthen our supply chain. Malaysia is the hub of a global supply chain in Asia where Western semiconductor and aircraft-related companies are also concentrated. Malaysia is also an important partner in terms of stable energy supply as it accounts for 14% of Japan's liquefied natural gas imports.

The risk of supply chain disruption became apparent with COVID-19. To cope with similar risks in the future, we must work on the diversification of production bases and the advancement of supply chain

management, including visualizing risks and responses in the event of disruptions.

The Asia-Pacific is expected to account for approximately 40% of the world's aircraft demand over the next 20 years. We look forward to working with Malaysia to build a competitive supply chain.

Furthermore, the economic partnership agreement is an important initiative to further stimulate trade and investment between our countries. I look forward to Malaysia's early ratification of the Comprehensive and Progressive Agreement for Trans-Pacific Partnership, for which I also served as Japan's minister in charge.

Second, I would like to enhance innovation, including the use of digital technology. As digital transformation is making significant progress worldwide, there is a growing trend in Asia to use data to innovate and solve social issues. In Malaysia, Japanese trading companies are collaborating with Malaysian hospitals to help improve the efficiency of medical care, including remote health care using medical data. The Ministry of Economy, Trade and Industry will continue to support companies that take on such challenges in the Association of Southeast Asian Nations-Japan region.

The third direction is toward carbon neutrality. In Asia, achieving this will require the use of a full range of decarbonization technologies, depending on each country's circumstances, and finding ways to balance carbon neutrality efforts with energy security and sustainable economic growth.

METI, under the Asia Zero Emissions Community plan and the Asian Energy Transition Initiative, is providing a wide range of technical and financial support based on these ideas.

Next year will mark the 50th anniversary of ASEAN-Japan friendship and cooperation. Japan and the business communities of Malaysia and the rest of ASEAN have launched a project to create a Japan-ASEAN Economic Co-Creation Vision for the future.

We are confident that these projects will contribute to the further development of the LEP, and we will continue to do our utmost to strengthen bilateral relations and regional economic development.

## Creating new business opportunities based on mutual trust

**NOBUHIKO SASAKI**  
CHAIRMAN OF JAPAN EXTERNAL  
TRADE ORGANIZATION



Trade between Japan and Malaysia is expanding. In the first half of 2022, it reached about \$20 billion, a 30% increase compared with before the COVID-19 pandemic.

In 2021, Japan's direct investment in Malaysia reached \$2.1 billion, the highest since 2015.

Currently, about 1,600 Japanese companies are operating in Malaysia and half of them are manufacturing companies. According to a Japan External Trade Organization survey, about 43% of the Japanese companies in Malaysia would like to expand their business in the next one to two years. Specifically, there are more hoping to expand "sales functions" and "production functions for high-value-added products and general-purpose products" as compared with other members of the Association of Southeast Asian Nations, indicating the diversification of functions.

After the COVID-19 pandemic, most companies have added the concept of risk management to their supply chains, which had

been managed mainly by costs. In addition, U.S.-China friction and Russia's invasion of Ukraine have made economic security a top priority for governments and businesses.

From a geopolitical perspective, it can be said that building a resilient supply chain to prepare for unforeseen circumstances has become more important. Environmental, social and governance factors are also beginning to have a significant impact on supply chains. Meeting human rights and decarbonization requirements in supply chains is now seen as a condition of investment, financing and dealing with customers.

It is recognized that responding to sustainability, including ESG factors, is an important management issue that not only reduces risks, but also provides opportunities for profit. From the perspective of medium- to long-term improvement of corporate value, it can be said that consideration is being given proactively in addressing these issues.

The business relationship between Malaysia and Japan in the service industry is deepening. Under Malaysia's steady economic growth, consumer purchasing power has been increasing. In recent years, there has been a significant increase in the number of Japanese companies interested in markets and companies with potential for growth, including in the halal sector.

JETRO is also strengthening its efforts in the field of digital transformation. There



**Japanese food fairs have resumed at high-end supermarkets along with other physical promotional and matching events to promote economic ties.**  
JAPAN EXTERNAL TRADE ORGANIZATION

are increasing numbers of successful business developments in Malaysia and other countries under the partnership between Japanese digital companies and Malaysian partners. As a multiethnic country, Malaysia in particular will play an important role as a test bed when Japanese digital companies expand globally.

As a result, the business relationship between Japan and Malaysia is steadily strengthening and diversifying. The year 2022 marks the 65th anniversary of the establishment of diplomatic relations between Japan and Malaysia and the 40th anniversary of Malaysia's Look East Policy. About 26,000 people have so far been dispatched to Japan to study at universities

and companies under the Look East Policy. Malaysians who know Japan well tend to play an active role in industry and have built partnerships. In many cases, companies that have business relationships have a deep mutual understanding.

Collaboration between Malaysian and Japanese companies with such relationships of trust has great potential to overcome new social issues and allow new business opportunities to be seized, including in digitalization, in the post-COVID-19 era. JETRO would like to maintain close dialogue with the Malaysian government, its agencies and industry and support new business opportunities through collaboration between Malaysian and Japanese companies.



**INVEST SELANGOR**  
THE GOLDEN STATE OF MALAYSIA

## JAPAN: SELANGOR'S KEY FDI PARTNER SINCE 2012

Selangor, The Preferred Investment Destination in the Region

www.investselangor.my

@investselangorberhad



# Malaysia special

(Promotional content)

## Key partner for Japan's energy needs

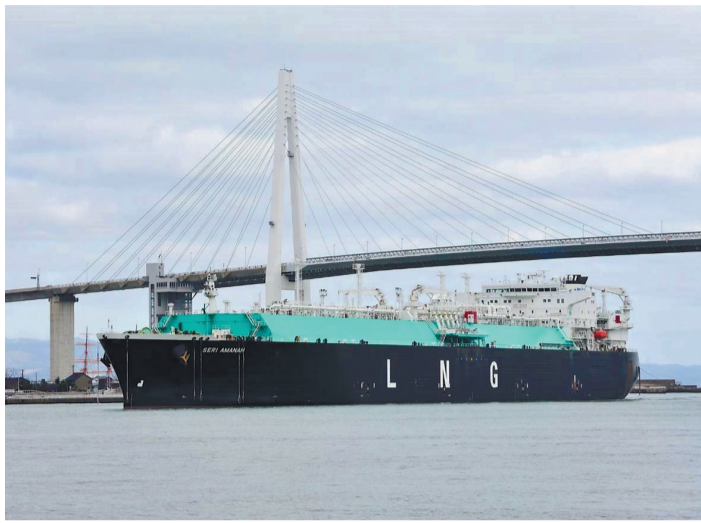
Not long after its founding in 1974, the Malaysian oil and gas company Petrolim Nasional Berhad, commonly known as PETRONAS, began working closely with Japan to the mutual benefit of both entities.

"PETRONAS' relationship with Japan began as far back as 1978 when a joint venture was signed with Mitsubishi Corp. to establish Malaysia LNG, which formed our first LNG (liquefied natural gas) plant in Bintulu," explained Shamsairi Mohd Ibrahim, vice president of LNG Marketing and Trading at PETRONAS. LNG is often touted the cleanest fossil fuel because it produces about 40% less carbon dioxide than coal.

"PETRONAS began supplying LNG to Japan in 1983," Shamsairi said. "The first LNG cargo was delivered to Tokyo Gas via the receiving terminal at Tokyo Bay. It is through the trust of Japanese customers that we started our journey as an LNG supplier. It laid the foundations for us to grow into one of the world's largest LNG producers and suppliers today."

Today, PETRONAS is Japan's key LNG supplier, thanks to the Look East Policy, an initiative by the Malaysian government that marks its 40th anniversary this year. Through the LEP, Malaysian citizens were sent to work and study at Japanese universities, companies and various training centers, which, according to Shamsairi, contributed immensely to the modernization and industrialization of Malaysia. "LEP has (made) vast contributions ... and tipped (sic) us to become an Asian tiger (economy)" in the 1990s, Shamsairi explained, noting that its economic impact was to transform Malaysia's traditional attitudes into a work ethic focused on creating "a robust, disciplined ... working culture."

PETRONAS' vice president is speaking from experience, since he himself is an alumnus of the Look East Policy. Through it, he earned an associate degree in mechanical engineering from Japan's National College of Technology in 1991. This not only gave him the technical knowledge necessary to rise through the



Since its first LNG cargo delivery in 1983, PETRONAS has grown to be a key and preferred LNG supplier to Japan, with over 8,000 LNG cargoes delivered to date. PETRONAS

ranks of PETRONAS, but also eventually led him to become a candidate for overseeing the marketing and trading of LNG not only in Japan, but other parts of East Asia, along with his responsibilities in managing the European and American markets. "Studying in Japan has left a significant impact on my personal and professional development, as well as helping to broaden my life perspective overall."

As of today, PETRONAS has delivered more than 8,000 LNG cargoes to Japan.

"PETRONAS was the first producer in the world to have ventured into small-sized LNG parcel deliveries to the Far East markets," Shamsairi explained. "We developed small-size vessels of 18,000 cubic meter(s) – to cater to the requirements of our Japanese buyers (Saibu Gas) since 1993."

It's all part of the company's view in which LNG is a low-carbon fuel on its own and supports the use of renewable energy sources toward achieving net-zero goals. And while the simple act of popularizing the use of LNG, with its lack of soot emissions, does contribute significantly to that goal, it doesn't mean that the Malaysian company isn't also constantly finding new ways to lower its carbon footprint even further.

Thanks to these efforts, the company



Shamsairi Mohd Ibrahim, vice president of PETRONAS LNG Marketing and Trading, and alumnus of Malaysia's Look East Policy

successfully delivered its maiden cargo of "carbon-neutral LNG" to Japan in 2021, and is also expanding the partnership with Japan to develop renewable energy sources, as well as hydrogen. Given the size of Japan's economy, continued cooperation between the country and Malaysia's PETRONAS has real potential to help make the world a cleaner, greener place.

40 years on, Look East Policy still 'win-win' for Japan and Malaysia

## LEP offers wealth of mutual benefits

Of the over 26,000 people who have taken part in Malaysia's Look East Policy, two alumni, Akkbar Danial, head of automotive distribution at DRB-Hicom Berhad, one of the largest conglomerates in Malaysia, and Datuk Steven Tan, managing director of I.M. Jihan Co., a vehicle exporter in Tokyo, spoke with The Japan Times about their insights into what more can be done to benefit both countries through the Japan-focused initiative.

Malaysia drafted the Look East Policy 40 years ago to develop its economy and set up an industrial base by sending students and officials to study Japan's economy and work ethic.

For both Akkbar and Tan, one of their motivations for coming to Japan was to find out how Japan achieved its amazing economic recovery and fast-paced growth after World War II.

Tan thought Japan must have used some kind of magic. But after arriving via the Look East Policy in 1983, he realized that magic had nothing to do with it.

It was the Japanese people's "determination, hard work, systematic (approach) and unity that made this possible," Tan said. Learning that made him hopeful. "It meant that Malaysia can also become as successful as Japan as long as we can promote the good traits of Japan in our society," he said.

Akkbar, who spent a total of 12 years in Japan and 18 years working for a Japanese enterprise, is doing exactly that at his current company.

"It's all about paying attention to details," he said, noting that being process-oriented, having a sense of responsibility and ownership, plus accountability, modesty and loyalty are highly valued in Japan.

Both Akkbar and Tan said blending into society, working at Japanese companies, and applying Japan's famed work ethic helped improve communication between Malaysian and Japanese firms and deepen the bilateral relationship.



Datuk Steven Tan, managing director of I.M. Jihan Co.

Tan introduced Brahim, a leading curry paste manufacturer in Malaysia, to the Japanese market. He also made a bold move by opening restaurants in Japan that promote Malaysian food to local Japanese. It was a move that paid off.

"We received overwhelmingly good responses from the Japanese," he said, noting that it gave a lot of the Malaysian diaspora a chance to enjoy their favorite foods far from home.

According to the two LEP alumni, there is still room to enhance the Malaysia-Japan relationship in many areas. They both mentioned automobiles as one such field.

Tan said when Japan shared its car manufacturing technology with Malaysia, it helped Malaysia build its first national car – the Proton Saga. Applying such technology transfers to other industries will help not only Malaysia, but Japan as well by allowing it to use the country as a strategic hub to expand to other Southeast Asian markets.

Akkbar, who calls Japan his second home, said Malaysia would benefit from further efforts in human capital development via training programs in many fields, while Tan pointed out Japan also stood to benefit. "Since Malaysia is a



Akkbar Danial, head of automotive distribution, DRB-Hicom Berhad

young nation with younger generations, I believe that if Japan can provide more chances for us to learn from them for our young Malaysians, I believe that they will contribute back to Japan" in the near future, he said.

Akkbar said Malaysia has a chance to become an alternative education hub for Japanese seeking to receive education in English. "We are seeing more and more Japanese families moving to Malaysia to pursue international education for their kids," he said.

To accelerate and strengthen the partnership allowing the two countries to benefit from each other, Tan expressed hope that the Malaysian government will continuously support the LEP. He explained that the LEP has become a proven model that works well for Malaysia, with the increasing possibility of boosting the Japanese economy at the same time from a human resources perspective and by helping Japanese companies venture further into the Southeast Asian market.

Akkbar encouraged future applicants to the LEP to practice what they have learned in Japan and become Malaysia's game changers.

Passionate about Progress  
Advertorial



PETRONAS

## Innovative, sustainable and customer-centric solutions made for you.

World-renowned LNG player PETRONAS is looking toward creating a cleaner future together with you.

PETRONAS believes in a cleaner tomorrow. To make these aspirations a reality, we need the right partnerships. Placing sustainability first is now a priority for businesses that intend to create a lasting positive impact.

As a lower carbon energy solutions partner with over 40 years of industry experience, PETRONAS is a world-renowned liquefied natural gas (LNG) provider. Having forged many enduring partnerships across the globe, we are equipped with the resources and expertise to enable a seamless transition toward a lower carbon future with natural gas.

Our customer-centric approach has provided industries and businesses with a reliable supply of lower carbon energy to power sustainable growth. From commercial flexibilities, parcel size, or delivery methods, we have the capabilities and facilities to design the right solutions for you.

We take pride in our dedication to innovation and decarbonisation — demonstrated by originating the industry's first floating LNG solutions, ongoing electrification of our production plants, and the upcoming LNG Canada, set to become one of the world's greenest LNG plants.

These efforts aid in reducing the carbon footprint of businesses and industries while helping them achieve their Environmental, Social, and Governance (ESG) goals.

Take the first step to discover solutions made for you, by scanning here.



## Selangor offers investors solid base for business

Despite experiencing the effects of the global COVID-19 pandemic, Malaysia has remained a resilient economic player that continues to support foreign business. Its most technologically advanced and diversified state of Selangor even managed to record an increase in manufacturing projects amid the worldwide economic slowdown.

Now, as the world begins to reopen, Selangor is seeking additional investment from Japanese and other foreign companies. The Japan Times spoke with Dato' Hasan Azhari bin Haji Idris, CEO of Invest Selangor, to learn more about what makes Selangor such an attractive business environment.

### Could you provide us an overview of Selangor and its ties with Japan?

Malaysia and Japan have a very strong trade relationship. As of 2021, Japan has been Malaysia's fourth-largest trading partner for seven consecutive years. Trade with Japan that year represented 6.7% of Malaysia's total trade, rebounding by 20% compared with 2020. Selangor itself has welcomed Japanese businesses in the state for more than 30 years. Japanese companies have invested a total of 28.51 billion Malaysian ringgit (about \$6.33 billion) in a variety of industrial activities since 1987, reflecting their confidence in Selangor and

its bright economic prospects.

### How beneficial is Selangor's infrastructure development?

Selangor is strategically located, given that it encompasses metropolitan Kuala Lumpur, and is equipped with an excellent road and highway network. Moreover, it also has excellent air and water transportation, including KLIA (Kuala Lumpur International Airport), Subang Skypark and Port Klang, the second-busiest container port in ASEAN (Association of Southeast Asian Nations), as well as logistics infrastructure backed by a diverse and growing rail network.

### How have Japanese companies contributed to Selangor's economic growth?

Japanese companies have contributed over 7 billion ringgit in investment covering 186 projects and creating 15,662 employment opportunities within Selangor's manufacturing sector over the last 10 years (2012 to 2021). In 2019, the state managed to secure its highest ever investment from Japan with an investment value of 1.65 billion ringgit in a single year.

### What incentives are available?

Malaysia offers excellent tax incentives for manufacturing companies. For example, a



Dato' Hasan Azhari bin Haji Idris, CEO of Invest Selangor

company granted Pioneer Status enjoys a five-year exemption from the payment of income tax.

Alternatively, a company may apply for an Investment Tax Allowance, which entitles it to an allowance of 60% on its qualifying capital expenditure. It can then offset this allowance against 70% of its statutory income for each year of assessment.

### What are Selangor's prospects for business in the post-pandemic era?

There are a multitude of investment opportunities. In addition to the five core clusters of machinery and equipment, transport equipment, food and beverage manufacturing, life sciences and electrical and electronics, digital investment and logistics services are two service sectors with great prospects.

The COVID-19 pandemic has accelerated the growth of the digital economy and logistics services in Selangor. For digital investment, Selangor is looking to explore the areas of global business services, data centers, and creative contents and technologies, given its matured ecosystem.

Selangor is also actively seeking more logistics investment, as it believes the presence of a comprehensive logistics ecosystem is important to developing other sectors and industries within the state.

### How will you be promoting investment?

During the mission to Japan this October, Invest Selangor will be hosting seminars and business-matching events in Tokyo and Osaka, as well as making company visits. We are eager to meet potential investors and provide further details about Selangor's value propositions.

In particular, Invest Selangor plans to promote the biotechnology sector, under Selangor's commitment to leading the growth of biotechnology in the state and making it the preferred destination for investors in Southeast Asia.



Selangor's State Executive Councillor for Industry and Trade Dato' Teng Chang Khim (fifth from left) poses with representatives of the Tiga Air Kai Groups Association, a group of Japanese companies in Selangor.

# Malaysia special

(Promotional content)

## Manufacturing business expansion at Kulim Hi-Tech Park

### KHTP

Kulim Hi-Tech Park (KHTP) is Malaysia's first fully integrated high-technology industrial park. KHTP is developed and managed by Kulim Technology Park Corporation (KTPC). At its core, the industrial park consists of zoned estates built to be conducive for industrial development, with excellent road connectivity and an expressway known as the Butterworth-Kulim Expressway that connects KHTP to the nearest Northern Butterworth Container Terminal of Penang Seaport (26 kilometers from KHTP) and Penang International Airport (44 kilometers from KHTP). The facility offers an advantageous industrial park framework and location where manufacturing businesses can grow rapidly, equipped with a closed-circuit TV command center for added security. Read on to learn more about how KHTP can help expand your manufacturing business.

KHTP has become one of Asia's major new investment locations for global companies, with facilities able to handle the needs of a wide range of industries. These industries span various fields such as wafer fabrication, semiconductors, medical devices, optoelectronics and aerospace, including new and emerging technologies. To date, 39 multinational corporations have set up operations in KHTP, where Japan contributes to the second-highest total number of investors by country in KHTP.

As Malaysia's premier integrated high-technology industrial park, in 2021 KHTP had a banner year with an inflow of investments received valued at 65.6 billion ringgit (\$14.6 billion), which contributed to 99.1% of total investments received by Kedah state. This has made Kedah the second-highest state-level contributor for Malaysia's total approved investments in the manufacturing sector for 2021 (source: Malaysian Investment Development Authority, March 2022). For the first quarter of 2022, KHTP contributed 99.8% of total approved investments in the manufactur-

ing sector to the state of Kedah, making Kedah the top state contributor for Malaysia (source: MIDA, June 2022).

In KHTP, the industrial park is seen as a valuable economic asset as manufacturing locators benefit from a wide array of infrastructure and amenities. The six zones in KHTP are dedicated zones for industrial; institutional; residential; amenity; research and development and training; and urban. Presently, there are four phases in KHTP's Industrial Zone, which form 46% of the overall 4,736 acres (1,917 hectares), and KHTP is progressively expanding its Industrial Zone to meet investors' demands. The Institutional Zone consists of KHTP Police Station, KHTP Fire Station (equipped with a hazmat facility) and the Kulim District Hospital. The Residential Zone provides excellent housing infrastructure that is already well-established within the park, with nearly 5,000 housing units developed, offering convenience and leisure opportunities for residents. Also, in construction progress is the centralized labor quarters (CLOs) being built according to Responsible Business Alliance standards. The CLOs project aims at providing accommodation for approximately 11,500 workers.

The Amenity Zone is where the KHTP Sports Complex, KHTP Eco Park (a recreational park) and the established Kulim Golf & Country Resort – an 18-hole international championship golf course at the heart of KHTP – are situated, making KHTP the ideal location for providing recreational activities and work-life balance for the community. The R&D and Training Zone houses the higher-learning institutions. This enhances the industry-academia collaboration between industries and the education sector. Convenience is at the forefront of working in KHTP as banks, office spaces, eateries and commercial outlets are nearby.

To assist investors in setting up their manufacturing businesses smoothly in KHTP, our Project Management Consultancy is composed of appointed consultants, architects, engineers and contractors,



with KTPC as the focal point in overseeing the construction of the manufacturing facility until its completion. Thus, it becomes clear why KHTP is highly sought by investors for its well-connected, business-friendly environment.

### Looking to the future

For small and medium enterprises, the KHTP SME Park offers a seamless "plug and play" facility for the supply chains to multinational companies. By lowering costs and cutting down on turnaround time, KHTP's infrastructure will allow SMEs to grow and expand their businesses.

To ensure tenants' safety and security, KHTP SME Park will be gated and guarded, with 24/7 closed-circuit TV surveillance. The SME Park Business Centre will provide ample space for a cafeteria, meeting rooms, management offices, conference rooms and event spaces for tenants to display their products and conduct meetings with clients.

KHTP SME Park encompasses 14 factory lots with three types of building models available for rent: detached, semidetached and warehouses. The warehouses will be built based on a customized build-to-suit model according to the investors' building specifications. Several Japanese investors have already shown interest in the offerings, with two Japan-based companies opting



An aerial view of Kulim Hi-Tech Park, which is home to many multinational companies in Kedah state. KHTP

to select the park as a suitable location for making their first footprint outside of Japan.

### KHTP continues to grow

KHTP is constantly expanding and developing land to meet the needs of investors. An approved expansion project within KHTP is expected to kick off around the end of 2022, and will increase the industrial zone to encompass an area of almost 700 acres (283 hectares). This will be available to investors on a progressive completion basis, and investors will be able to start constructing their facilities by the end of 2023. Therefore, these new facilities will be completed in concurrence with the infrastructure of the new industrial zones.

This significant expansion will further boost KHTP's industrial ecosystem, making the park an ideal place to support the needs of both global and domestic technology and advanced industry players. From being able to select and occupy their preferred indus-

trial lots to being based in an ecosystem that allows companies to run their global manufacturing, assembly and testing, R&D, design and development and distribution operations from one location, investors will have everything they need to ensure a rapid and seamless start-up period.

KHTP is a high-tech industrial park offering a complete ecosystem where manufacturing businesses can thrive and attract partnerships with supply chains for cost-effectiveness and smoothness of operation.

### Top talent and services

With a majority of the local highly skilled workforce based in Kulim, and a number of experienced expatriates already present on-site for knowledge transfer, hiring new talent to support businesses is achievable through collaboration with universities and technical institutions. The unique industry-academia collaboration existing in KHTP has assisted manufacturing businesses in

the retraining and reskilling of employees.

In addition to industrial and leasing needs, KHTP also offers all the services needed to start operations as quickly as possible. Our Corporate Advisory acts as a one-stop center for investors in providing services and consultations relating to Malaysian government agencies in matters such as applications for licenses, and consent and registration in setting up new businesses in Malaysia. The scope of our service includes advising on the preparation of necessary documents and the submission of applications to the relevant Malaysian government agencies until approval is granted.

Businesses are invited to discover the benefits of basing their manufacturing operations in Malaysia with its diversified, multicultural society, mainly at KHTP with its integrated industry ecosystem, where we can help your manufacturing businesses reach new heights. Get in touch with us at: <https://www.khtp.com.my>



**KULIM HI-TECH PARK**  
Leading Global Science City

# KHTP SME PARK

## KULIM HI-TECH PARK MALAYSIA

From  
10,000 sq feet  
to 50,000  
sq feet



DETACHED  
FACTORY



SEMIDETACHED  
FACTORY



WAREHOUSE

★ EXCELLENT INFRASTRUCTURE!

11 km (Major Town)  
20 km (Satellite City)



44 km (Existing Airport)  
30 km (New Airport)



26 km (To Seaport)  
(Direct access to highway)



SHARED FACTORY CONCEPT

Developed & Managed by:



**KULIM TECHNOLOGY PARK CORPORATION**

			
Gated & Guarded	24/7 Security	CCTV Surveillance	Event Space
			
Meeting Rooms	Management Office	Cafeteria	Conference Rooms

For more inquiries & info:

Call: +604 403 2420

Email: [marketing@khtp.com.my](mailto:marketing@khtp.com.my)

Website: [www.khtp.com.my](http://www.khtp.com.my)