



MEDIA RELEASE

MALAYSIA-INDIA BUSINESS FORUM HELD IN CONJUNCTION WITH THE OFFICIAL VISIT OF YAB PRIME MINISTER TO REPUBLIC OF INDIA 3 APRIL 2017, TAJ PALACE HOTEL, NEW DELHI

1. Ministry of International Trade and Industry (MITI) together with Malaysian Investment Development Authority (MIDA) and Malaysia External Trade Development Corporation (MATRADE) organised the Malaysia-India Business Forum on 3 April 2017, in conjunction with YAB Prime Minister's official visit to India. During the Forum, YB Dato' Sri Mustapa Mohamed, Minister of International Trade and Industry delivered a presentation on 'Doing Business in India and Malaysia'.
2. With a theme of 'Leveraging Malaysia-India Strategic Partnership', the objectives of the Forum were to:
 - Promote and highlight business and investment opportunities in Malaysia and India; and
 - Provide a platform to discuss and exchange views on issues related to trade and investment and ways to enhance bilateral economic relations.
3. The Forum received overwhelming response, with the attendance of more than 400 participants, mainly prominent members of the Indian business community. The Malaysian business delegation comprising 100 representatives of companies including SMEs also participated to take advantage of the opportunity to network with Indian business community.
4. Among others, YB Minister briefed the participants on:
 - Malaysia's economic performance, trade and investment opportunities as well as the many investment incentives offered by Malaysia; and
 - Trade and investment opportunities in both Malaysia and India.
5. The Business Forum was followed by the Business Luncheon graced by YAB Prime Minister Dato' Sri Mohd Najib Tun Razak and Indian Minister of Commerce and Industry, Smt Nirmala Sitharaman. At the Business Luncheon, YAB Dato' Sri Mohd. Najib Tun Abdul Razak and YB Minister witnessed the exchange of 31 business Memoranda of Understanding (MOUs) with combined investments estimated at USD35.99 billion (RM159.26 billion). These MOUs are related to port construction, highways construction, solar power plant, development of smart city & technology Park, regasification terminal project, coconut & palm oil development, and higher learning education. Significant MOUs include:
 - Integrated maritime city on Carey Island Port Project between MMC Port Holdings Sdn. Bhd., Sime Darby Property Berhad and Adani Ports and Special Economic Zone Limited, worth US\$22.78 billion for a 30-year period; and
 - Carey Island Port Project between MMC and Adani worth US\$9.39 billion.



6. A session themed “SMEs: Driving Economic Growth” was also held with about 50 important stakeholders within the SME business ecosystem in India as well as SMEs from Malaysia. During the session, YB Minister gave a strong signal on the prominence accorded by the Malaysian Government towards promoting trade and investment by SMEs between the two countries for a more inclusive economic growth. The Indian delegation was led by the Shri Ravindra Nath, Chairman cum Managing Director of the National Small Industries Corporation (NSIC), India. Also present were various leaders and representatives from important business associations namely the Federation of Indian Chambers of Commerce and Industry (FICCI), Confederation of Indian Industry (CII) and Consortium of Indian Industries in Malaysia (CIIM). Present were Malaysian entrepreneurs who have been doing business in India and Indian SMEs that have been doing business in Malaysia who shared their respective experiences. During the session, the Minister agreed that both SME Corp Malaysia and NSIC will be appointed as Focal Agencies to facilitate SMEs from both countries to do cross-border businesses. The two organisations are planning to sign a Memorandum of Understanding before the end of the year.

7. Malaysia-India CEO Forum (MICEOF) held a successful meeting on 31 March 2017. A range of issues of mutual interest were deliberated to resolve concerns faced by the business community. The Forum also prepared a roadmap containing recommendations to further enhance trade ties between Malaysia and India including investment opportunities in infrastructure projects and collaboration between the two countries’ small and medium enterprises. The recommendations were presented to both Leaders on 1 April 2017.

8. In 2010, Malaysia and India have set a trade target of USD15 billion by 2015. This target was not met due to the global economic slowdown and the decline in commodity prices. However, both countries are confident this USD 15 billion target could be achieved in the next two to three years.

9. Trade with India accounted for 3.3% of Malaysia's total global trade in 2016, amounting to USD10.77 billion (RM44.5 billion). In 2016, India was Malaysia’s 7th largest trading partner and 7th largest export destination globally. Malaysia was India’s 11th largest trading partner globally.

10. In terms of investment, Malaysian companies have a large presence in India. As at 2016, Malaysia’s investments in India amounted to US\$4.5 billion. Meanwhile, Indian investment in Malaysia as at 2016 totaled US\$1.5 billion. These indicate the importance of India to Malaysia.

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Ministry of International Trade and Industry (MITI)

3 April 2017



Malaysia-India's Business-to-Business Memoranda of Understanding (MOUs) comprise:

1. The development of the **Carey Island Port Project** in Selangor between MMC Port Holdings Sdn. Bhd. (Malaysia) and Adani Ports & Special Economic Zone Limited (India)
2. The **development of integrated maritime city** to the proposed Carey Island Port Project in Selangor between MMC Port Holdings Sdn. Bhd. & Sime Darby Property Berhad (Malaysia) and Adani Ports and Special Economic Zone Limited (India)
3. Floating **Solar Power Plant** projects to be installed in Malaysia's Hydro Power Plant Dams, between Mutiara Etnik Sdn. Bhd. (Malaysia) and Vatsaa Energy Pvt. Ltd (India)
4. Manufacturing, distribution, sales, import and export of **pharmaceutical and medical products** between Duopharma (M) Sdn. Bhd., subsidiary of CCM Pharmaceutical Sdn. Bhd. and Natco Pharma Limited.
5. Marketing and supply of Samtel **Avionics products** into Malaysia market between HPC Global Sdn. Bhd. (Malaysia) and Samtel Avionics Limited (India)
6. To procure sufficient **halal quality products** to be produced in ECER Halal Park for Malaysia and global between Lotus Global Foods Sdn Bhd (Malaysia) and Mirha Exports Pvt. Ltd (India)
7. **Training development collaborations between** Pembangunan Sumber Manusia Berhad (PMSB) & ISDC (Malaysia) and Interactive Institute of Job-Skills Pvt. Ltd. (India)
8. **Bangalore SMART City Project between** SkyBlue Media Sdn. Bhd. & PSL Venture Sdn. Bhd. & Drachen Welle Engineering Sdn. Bhd. (Malaysia) and Bruhat Bengaluru Mahanagara Palike
9. **Business expansion** in India between Ingress Industrial (Malaysia) Sdn. Bhd. and Sunvisors (India) Pvt. Ltd.
10. Provide **higher education** services at PhDs, Masters and Bachelors Level between Binary University and Loyola Institute of Business Administration Chennai
11. Sustainable **Housing Projects** in India between CIDB Holdings & NSL Infratech Private Limited
12. Sustainable **Highway and Expressways Projects** in India between CIDB Holdings & MEP Infrastructure Developers Limited
13. Sustainable **Water and Wastewater Technology** Treatment between CIDB Holdings and VA Tech Wabag Limited
14. **Yamuna River Front Project** in Delhi between CIDB Holdings and National Buildings Construction Corporation Ltd. (NBCC)
15. Construction and development of **Large Infrastructure Projects between** CIDB Holdings and Jaiprakash Associates Limited
16. **Power plant operation and maintenance in India** between TNB Repair & Maintenance Sdn. Bhd. and GMR Energy Limited



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17. **Floating storage and regasification terminal Project** at Kakinada, Andhra Pradesh between Isomeric Holdings Sdn. Bhd. and Andhra Pradesh Gas Distribution Corporation
18. Supplying and distributing **palm oil** to India between Felda Global Venture Holding Berhad and Trimex Industries
19. Marketing and supply of **Hyrax Oil's products** into Indian continent between Hyrax Oil Sdn. Bhd. and Lexicon
20. Develop Urea / **Fertilizer Plant** in Andhra Pradesh between Isomeric Holdings Sdn Bhd and VBC Fertilisers
21. **Film right exchange** between Nation Film Studio & FITA Studio and Modern Media Digitech India
22. **Railway infrastructure** projects between CIDB Holdings and IRCON
23. Venturing into India's **premium quality products** focused e-market between Aladdin Group Sdn. Bhd. and Verified Online
24. Develop multiple **convention centre** across Pan India between MRCB and Adani Realty
25. Set up a **Coconut Processing Factory** in Bagan Datuk, Perak, between GMIND Sdn. Bhd. (Malaysia) & Mezhukkattil Mills (India)
26. **Promote** health and nutritional benefits of **palm oil** to the consumers between Malaysian Palm Oil Council (MPOC) and Mumbai Dabbawala Association (MDA)
27. Develop and use of Malaysian **palm oil** between MPOC and the Solvent Extractors' Association of India (SEA)
28. Promote the development and use of Malaysian palm oil between Malaysian Palm Oil Board (MPOB) and Association of Food Scientists and Technologists (India) - Mumbai Chapter
29. Promote and develop bilateral economic relationship between Malaysian Associated Indian Chambers of Commerce & Industry (MAICCI) and Associated Chambers of Commerce and Industry in India (ASSOCHAM)
30. Exchange professional experience relating to services rendered to business people between Malaysian Associated Indian Chambers of Commerce & Industry (MAICCI) and Confederation of Indian Industry (CII)
31. Collaboration to deepening regional cooperation and intensifying economic integration between Malaysian Associated Indian Chambers of Commerce & Industry (MAICCI) and Federal of Indian Chambers of Commerce and Industry (FICCI)



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About MITI:

MITI is the key driver in making Malaysia the preferred destination for quality investments and enhancing the nation's rising status as a globally competitive trading nation. Its objectives and roles are oriented towards ensuring Malaysia's rapid economic development and help achieve the country's stated goal of becoming a developed nation by 2020.

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