



**MINISTRY OF
INTERNATIONAL TRADE AND INDUSTRY**

SPEECH

BY

**YB Senator Tengku Datuk Seri Utama Zafrul Tengku Abdul Aziz
Ministry of International Trade and Industry**

AWS's Data Region Investment Announcement In Malaysia

Thursday, 2 March 2023

09:15 – 10:30

Venue: One World Hotel, Petaling Jaya

Salam Sejahtera and good morning.

Yang Berhormat Tuan Rafizi Ramli,
Minister of Economy

Yang Berhormat Puan Teo Nie Ching,
Deputy Minister of Communications and Digital

Yang Berhormat Tuan Mustapha Sakmud,
Deputy Minister of Human Resources

Ms. Mai-Lan Tomsen Bukovec,
Vice-President, AWS Foundational Data Services

Mr. Jaime Valles, Vice-President,
Worldwide Commercial Sales, AWS

YBhg. Datuk Wira Arham Abdul Rahman,
CEO, Malaysian Investment Development Authority

Tuan Fabian Bigar,
CEO, MyDigital Corporation

En. Wan Murdani Wan Mohamad,
Director of Digital Investment, representing the CEO of
Malaysia Digital Economy Corporation

YM Tengku Datuk Taufek
CEO of Petronas

Salam Sejahtera, Salam Malaysia MADANI and good morning.

1. It gives me great pleasure to join you today as we

commemorate a significant milestone for our nation's FDI story and digital economy, which is the decision by Amazon Web Services (or AWS) to invest further in Malaysia.

2. In line with our National Investment Plan (NIP), aligned to the National Investment Aspirations (NIA), both domestic (DDI) and foreign direct investments (FDI) play a key role in accelerating the nation's growth and revitalising Malaysia's investment landscape, especially in responding to emerging trends. Launched in October 2022, the NIA is anchored by five key pillars, including increasing economic complexity, creating high-value job opportunities, extending domestic linkages, developing new and existing economic clusters, as well as improving inclusivity.
3. I am pleased to share that from January to September 2022, Malaysia successfully attracted almost RM194 billion worth of approved investments.
4. As we stand here today, AWS' announcement of its first cloud computing infrastructure investment of RM25.5 billion in Malaysia reflects the country's reputation as a preferred investment destination in the global tech scene.
5. On that score, I would like to share with you a personal

story. It has been roughly two (2) years since I first reached out to AWS. While I was the Minister of Finance, I had met with AWS's representatives a few times, and even had the privilege of visiting one of their facilities after my IMF Spring Meetings in the US last year.

6. I also had the privilege of connecting with Mr. Michael W Punke, AWS's Vice President for Public Policy at the World Economic Forum in Davos in January. Just a few days ago, I reconnected with Quint Simon, AWS Head of Public Policy for Asia-Pacific, who has become a friend, and who is also here with us today.
7. So, when this project finally materialised, I hope all of you can understand how personally fulfilling this journey has been, to be able to finally attract a big-name investor such as AWS – and with various agencies' support – to agree to invest RM25.5 billion (by the year 2037) in Malaysia.
8. All these are no coincidence, as Malaysia is rapidly emerging as the digital hub of ASEAN thanks to a few factors:
 - a. **Firstly**, Malaysia's highly developed ICT infrastructure, including high-speed internet connectivity and a well-developed telecommunications network provides a

conducive environment for digital innovation and growth.

b. **Secondly**, the country boasts a large pool of tech talent, with graduates majoring in key subjects such as computer science, electrical engineering, and data science. Malaysia's skilled and diverse workforce makes it an alluring destination for companies seeking to enhance its digital capabilities and regional footprint.

c. **Thirdly**, Malaysia's robust intellectual property protection framework and rule of law also assure investors like AWS that their innovations and investments will be safeguarded and protected.

9. And there is further good news in that our revised New Industrial Master Plan 2030 will seek to enhance all these advantages, and better position Malaysia as **the** gateway to Asia. We are also looking to improve the ease of doing business for investors, both foreign and domestic. All these, and more, will be unveiled in our revised New Industrial Master Plan 2030 (NIMP 2030) in the third quarter of 2023.

Ladies and Gentlemen,

10. The Ministry of International Trade and Industry (MITI) and its agencies such as the Malaysian Investment Development Authority (MIDA) and InvestKL will continue to play our role in attracting quality digital investments, creating more value and opportunities for growth via data and cloud-based technologies, as well as generating high-paying jobs for Malaysians. I have been informed that AWS will eventually have 80% of its workforce made up of Malaysians.
11. These investments are also important in creating spillover effects for our SMEs, who can also become world class by being part of the vendor ecosystem of multinationals like Amazon Web Services.
12. AWS's investment, in particular, will further enhance Malaysia's competitiveness in the ICT industry, while helping SMEs foster its innovative capabilities and capacity in line with our digital aspirations as outlined in our 12th Malaysia Plan.
13. The partnership between the Malaysian Government and AWS has all the makings of a very promising future

supporting Malaysia's economic development, while also fulfilling the nation's digital ambitions.

14. On that note, I would like to once again welcome AWS to our shores and may this be the beginning of your wonderful experience of investing in Malaysia. Thank you.

YB Senator Tengku Datuk Seri Utama Zafrul Aziz
Minister of International Trade and Industry, Malaysia
2 March 2023