

SEMINAR ON DISCOVER APEC - MALAYSIA

**Concepcion, Chile
4 September 2019**

**Wan Ahmad Tarmizi Wan Idris
MATRADE Santiago**



40 years of Diplomatic Relations since 1979

**Embassy of Chile in Kuala Lumpur
was established in 1992**



**Wisma Selangor Dredging,
Kuala Lumpur**

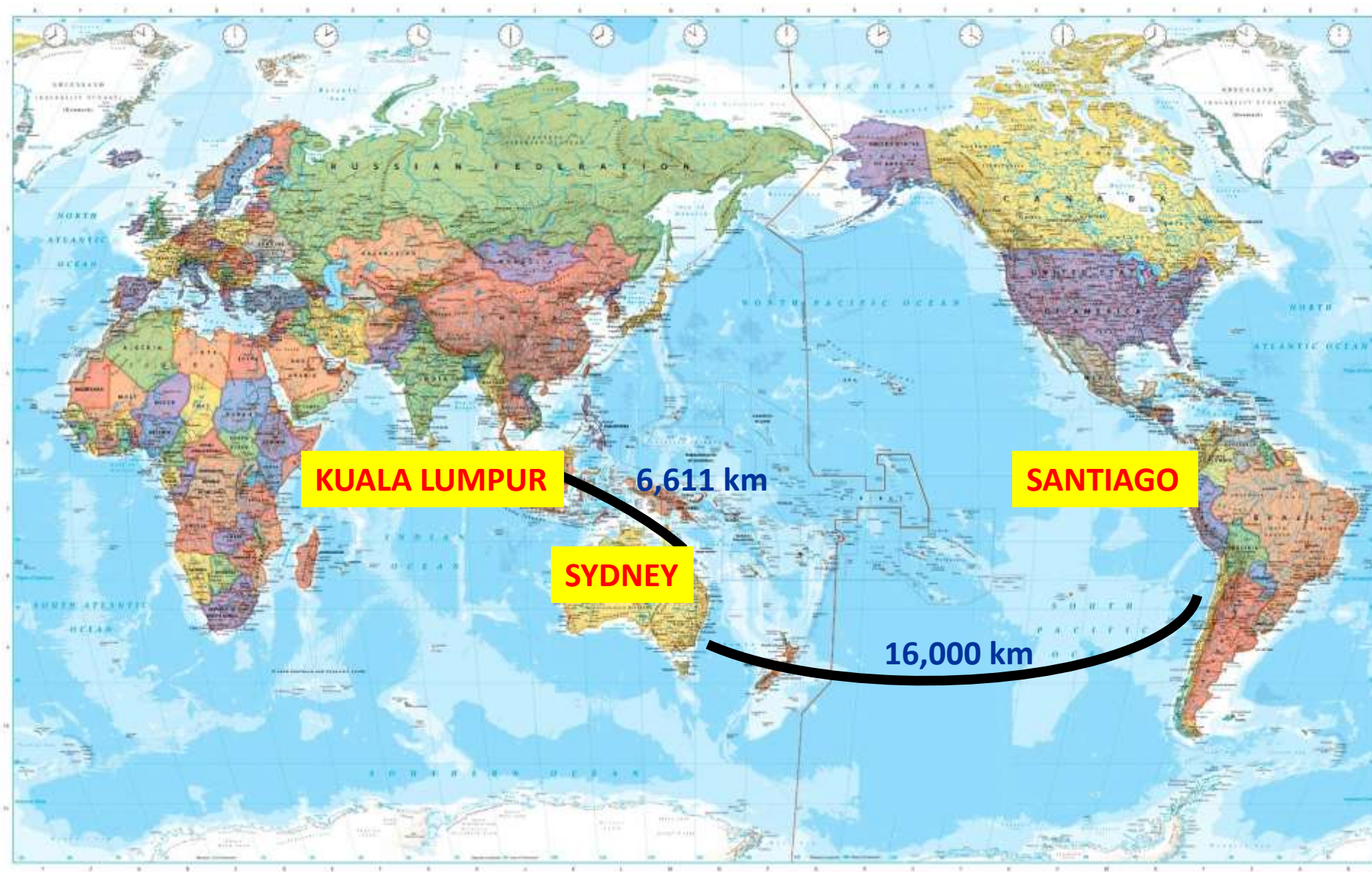
**Embassy of Malaysia in Santiago was
established in 1991**



**Callao 3461, Las Condes
Santiago**



MALAYSIA - CHILE



Bilateral Agreements

- Economic, Scientific and Technical Cooperation Agreement (1992);
- Free Trade Agreement (entered into force 2012);
- Air Services Agreement (2010);
- Double Taxation Agreement (2004);
- Investment Guarantee Agreement (1995);
- Bilateral Payment Agreement (1992); and
- Cultural Agreement.



THE MALAYSIAN ECONOMY



32 million population GDP 2018: USD364.6 Billion

13 states

Merchandise Trade 2018:USD464.64Bil.



Malaysia





KEY ECONOMIC DATA (2018)



MALAYSIA

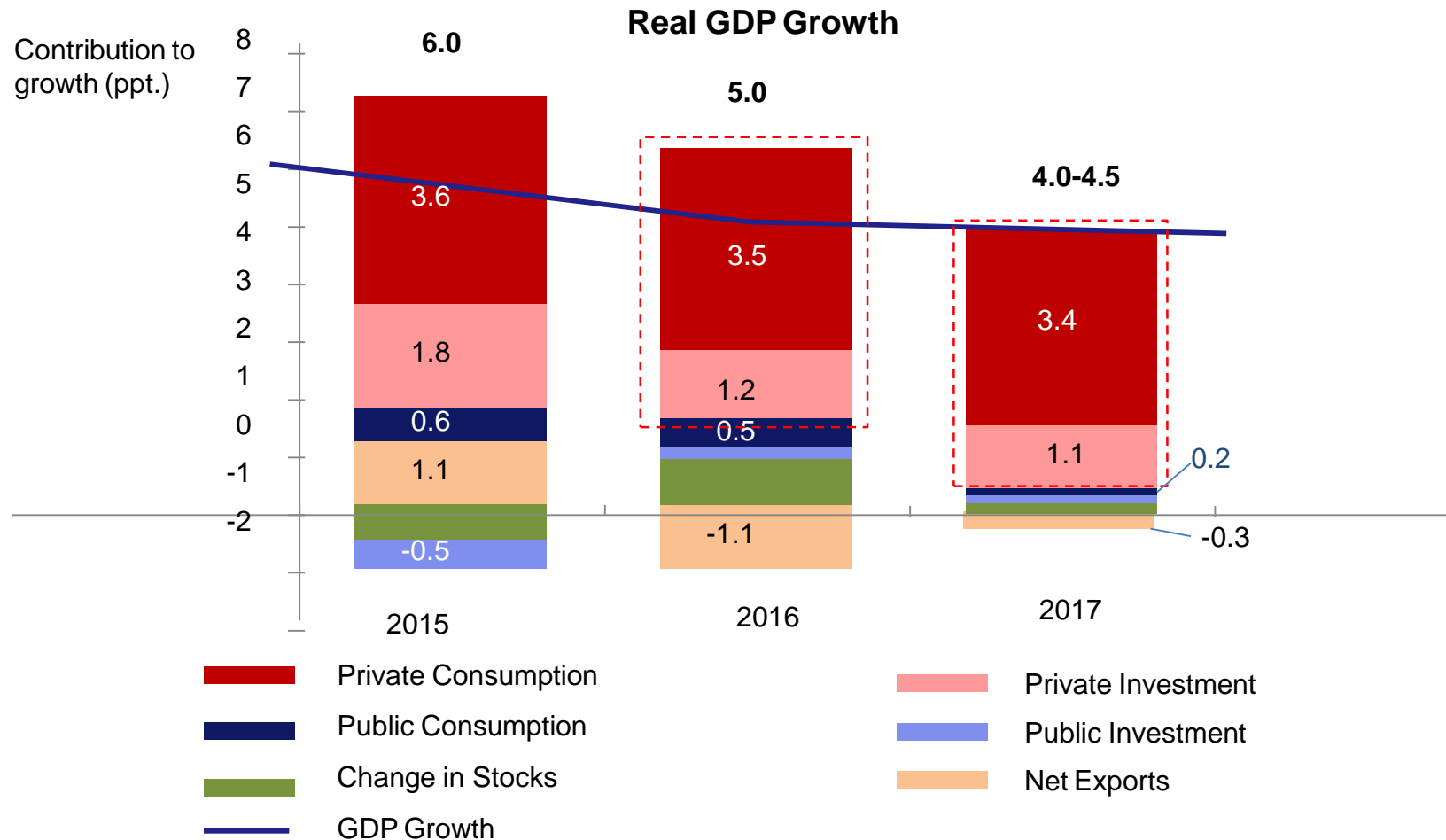
CHILE

Capital	Kuala Lumpur	Santiago
Land Area (sq km)	330,396	743,812
Population	32.4 million	18 million
GDP (current price)	USD 364.6 Billion	USD 452.1 Billion
GDP Growth	5.9 %	1.5 %
Per capita Income	USD 9,650	USD 24,600
Total Trade (Merchandise)	USD 464.64 billion	USD 125.4 billion



Economic Growth 2018

- Moderate growth in 2018 due to domestic and external factors
- Domestic demand to remain the key driver of growth, led by private sector spending

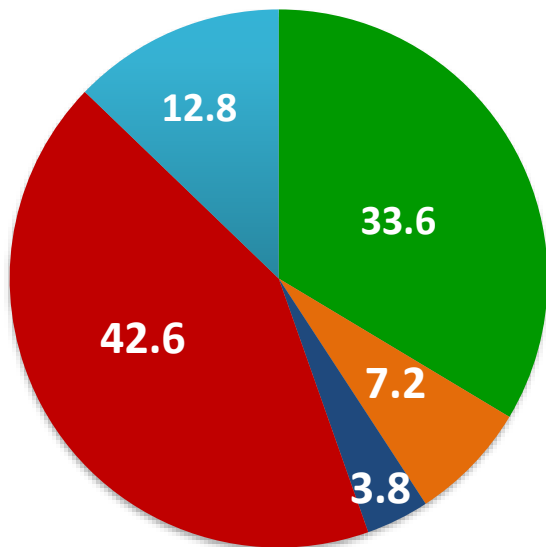




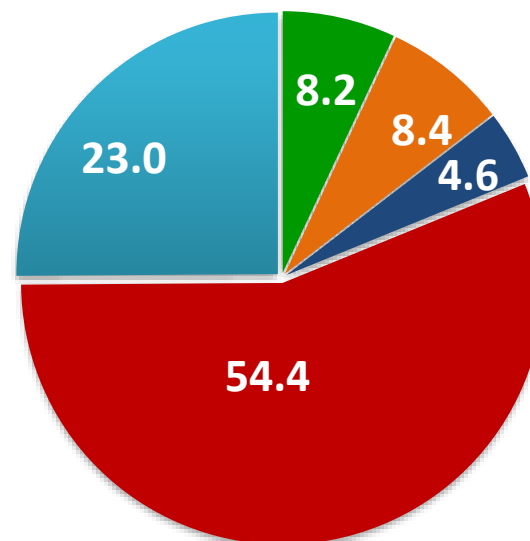
Transformation of the Malaysian Economy

GDP Contribution (%)

1970



2017



■ Agriculture ■ Mining ■ Construction ■ Services ■ Manufacturing

Malaysia now has more diversified economic structure, which creates the foundation for future growth.



TRADE



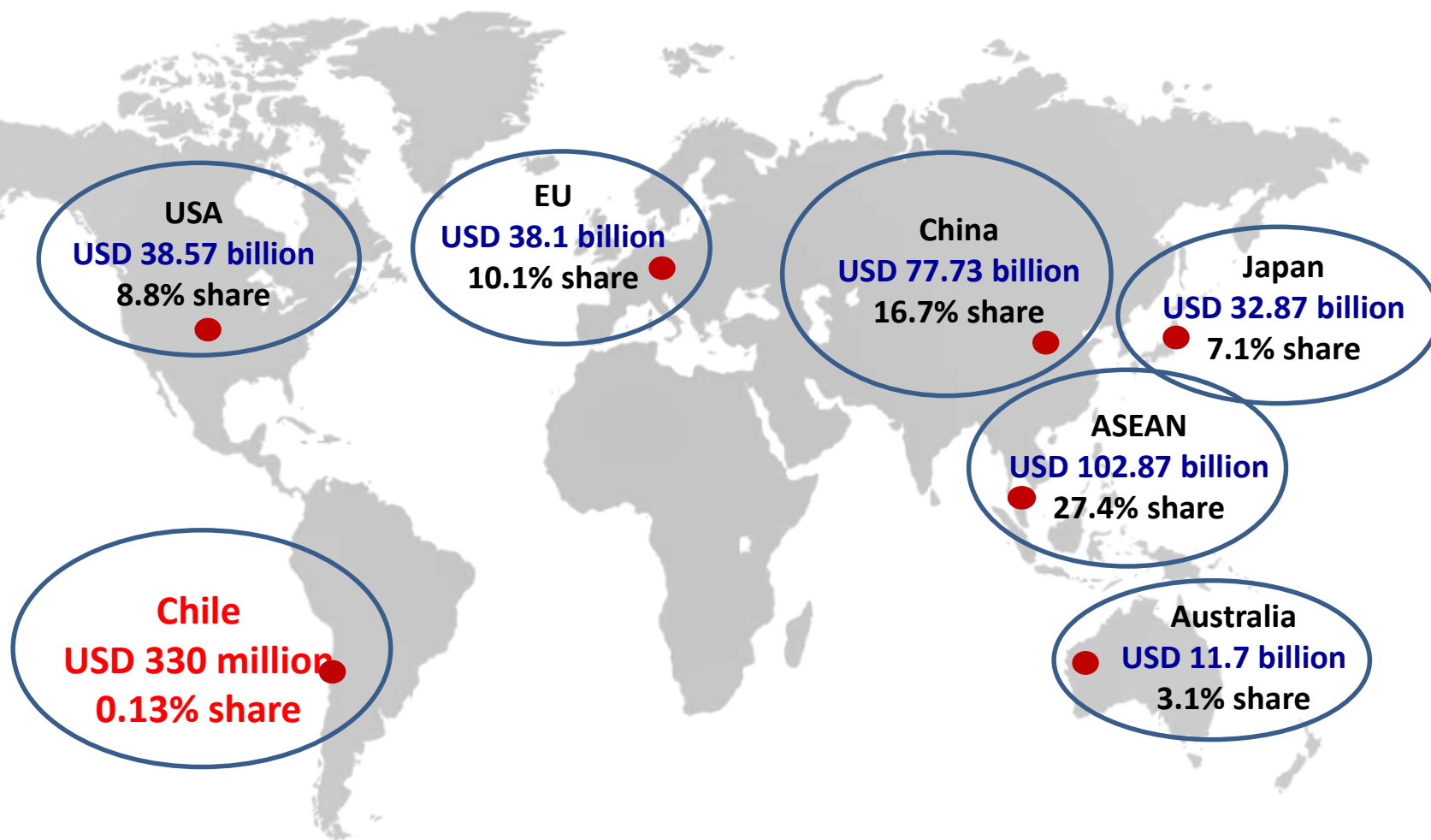
Malaysia's 2018 Global Trade Ranking

- **23rd** Largest Exporter
- **26th** Largest Importer
- **24th** Largest Trading Nation





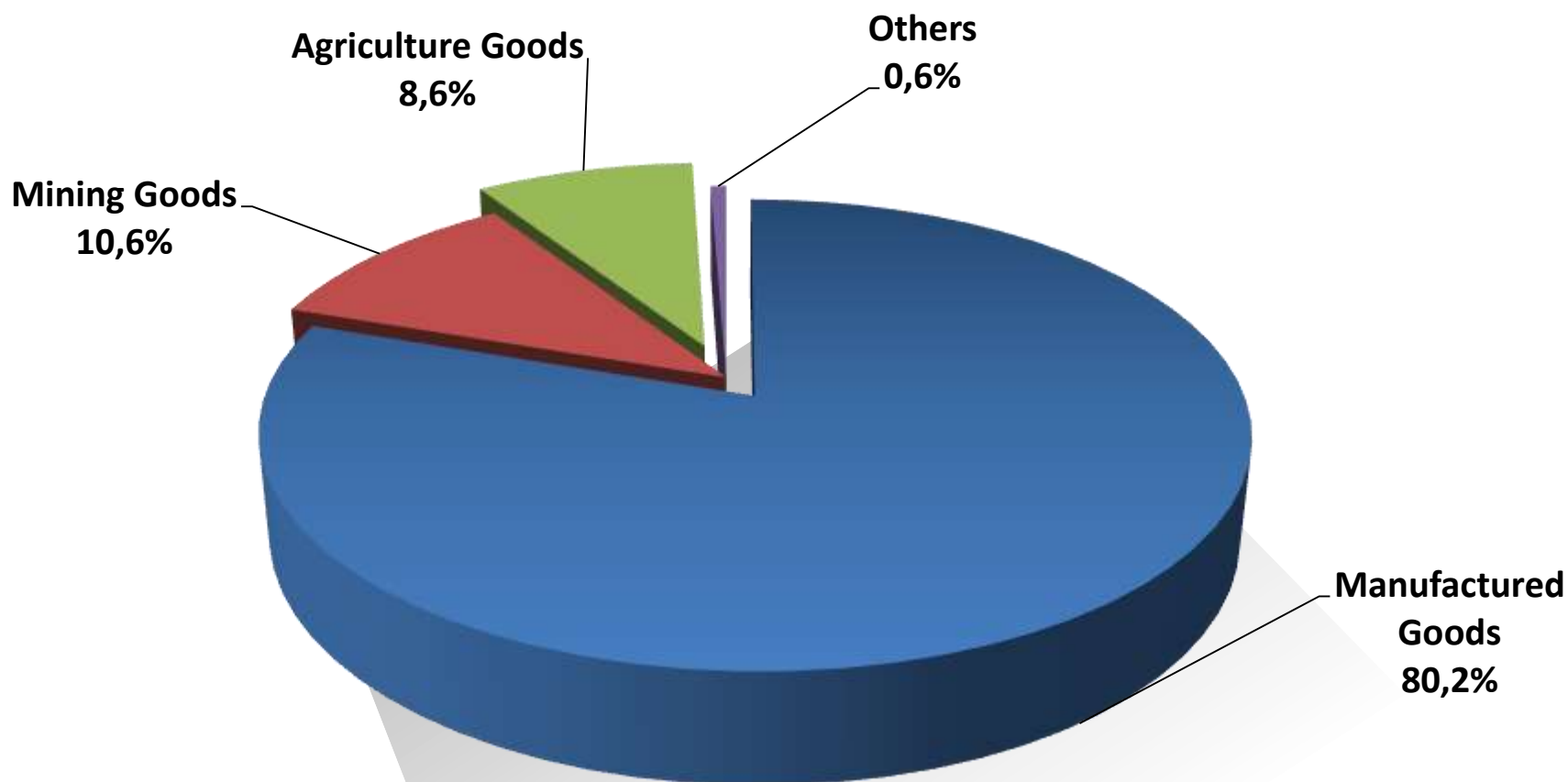
Malaysia's Major Trading Partners in 2018





Components of Malaysia's Exports 2018

Total Exports: USD247.24 billion





Malaysia is among the world's largest exporters for:

Product	Value (USD mil)	Share (%)	Ranking
Petroleum gases (HS271129)	354.3	74	1 st
Sawn timber (Red Meranti, Bakau, Lauan, Seraya) (HS440725)	128.8	68.3	1 st
Rubber gloves (HS401519)	3,020	58.3	1 st
Vegetable fats & oils (HS151620)	1,552.4	44.5	1 st
Fibreboard of wood (HS441193)	142.3	29.5	1 st
Surgical rubber gloves (HS401511)	342	26.4	1 st
Primary cells & batteries (HS850680)	136.8	18.5	1 st
Parts of electronic integrated circuits and micro- assemblies (HS854290)	2,463	18.8	2 nd
Transmission apparatus for radio-broadcasting or television (HS852560)	429.9	10.4	2 nd
Microwave ovens (HS851650)	355.3	9.2	2 nd

SOURCE: International Trade Centre (ITC)

Malaysia's Trade with Chile



TOTAL TRADE
USD 349 MIL

Total exports
USD 219 MIL

Total imports
USD 130 MIL



Chile is Malaysia's:



58th largest trading partner

4th largest trading partner within Latin America

4th largest export destination within Latin America

4th source of imports from Latin America





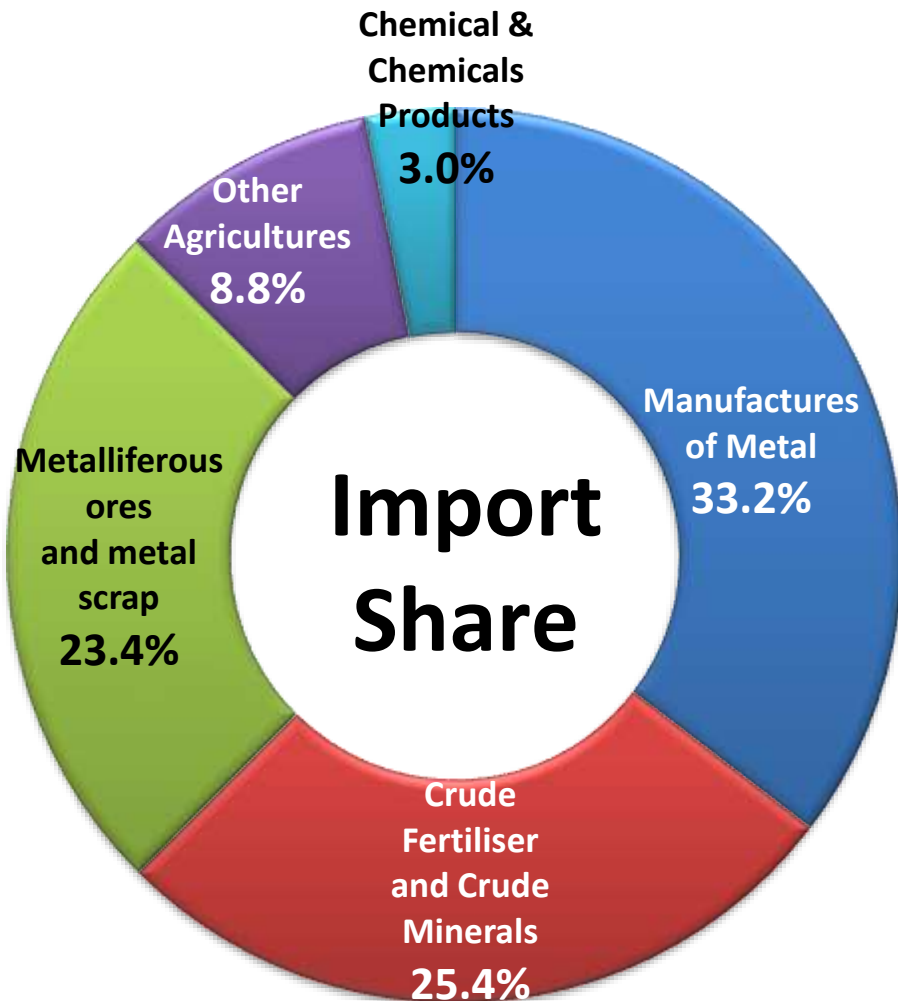
Major Exports to Chile 2017

HS/ AHTN	HS 6-Digit Description	RM Mil.	Share
401519	Gloves nes of rubber	78.4	11.0
940340	Kitchen furniture, wooden, nes	69.3	9.7
151620	Veg fats & oils & fractions hydrogenatd, inter/re-esterifid, etc, ref'd/not	47.8	6.7
852791	Radio-broadcast receivers, for mains operation only, combined with sou	43.9	6.1
151790	Edible mx/prep of animal/veg fats & oils/of fractions ex hd No 15.16	28.1	3.9
310210	Urea, wthr/nt in aqueous solution in packages weighg more than 10 kg	26.3	3.7
880330	Aircraft parts nes	16.1	2.2
851650	Microwave ovens	12.6	1.8
950300	Tricycles, scooters, pedal cars & similar wheeled toys; doll s carr	11.2	1.6
611420	Garments nes, of cotton, knitted	10.9	1.5



Major Imports from Chile 2018

Mining Goods accounted for **48.8%** of imports from CHILE



Manufactures of Metal **USD13.0 Mil**
Zinc not alloyed, zinc alloys unwrought, zinc bars, rods, profiles and wire.

Crude Fertiliser and Crude Minerals **USD9.9 Mil**
Natural calcium phosphates, aluminum calcium phosphates, natural borates

Metalliferous Ores and Metal Scrap **USD9.2Mil**
Copper ores and concentrates, tin ores and concentrates, zinc ores and concentrates

Agriculture Products **USD3.4Mil**
Cocoa beans, fruits, cereals

Chemicals and Chemical Products **USD1.2Mil**
Synthetic organic colouring, salt & peroxysalts, manufactured fertilisers



INVESTMENT



Malaysian Companies in Chile

SAFCOL CHILE



Business: Salmon canning

Investment details: Since 1995

Products: Salmon in can for Asian market

AERODYNE MALAYSIA



Business: Drone based managed solution provider

Investment details: Since 2018

Services: drone services



WHY MALAYSIA?

Malaysia's Global Ranking

3rd

**global offshoring
destination**

*(A.T. Kearney Global Services
Location Index™ 2016)*

6th

**most attractive
investment destination**

*(Baseline Profitability
Index (BPI) 2015)*

4th

**protecting investors
(World Bank Doing
Business June 2015
Report)**

15th

**IMD world talent rankings
(IMD's World
Competitiveness
Yearbook 2015)**

14th

**most competitive
economy in overall
performance
(IMD's World
Competitiveness
Yearbook 2015)**

18th

**in ease of doing
business
(World Bank Doing
Business June 2015
Report)**

18th

**most competitive
nation in the world
(WEF's Global
Competitiveness
Report 2015-2016)**



Ease of Doing Business



**Political and
Economic Stability**



**A Pro-business
Government**



**Liberal
Investment Policies**



Good Infrastructure



**A Sound
Banking System**



**An Open Trading
Environment**



**Excellent Facilities -
Convention and
Conferences**



**English Speaking
Human Resource**



**Great Quality
of Life**



Great Food



CPTPP



IP Protection

Malaysia has implemented 14 Free Trade Agreements:



ASEAN

1. ASEAN Free Trade Area (1992)
2. ASEAN-China (2004)
3. ASEAN-Korea (2006)
4. ASEAN-Japan (2008)
5. ASEAN-India (2009)
6. ASEAN-Australia-New Zealand (2009)
7. ASEAN – Hong Kong Free Trade Agreement (Nov 2017) – yet to be enforced



BILATERAL

1. Japan (2005)
2. Pakistan (2007)
3. New Zealand (2009)
4. Chile (2010)
5. India (2011)
6. Australia (2012)
7. Turkey (2015)

Still under negotiations: Malaysia-European Free Trade Area Economic Partnership Agreement (MEEPA), Regional Comprehensive Economic Partnership (RCEP)



MOVING FORWARD



Import Opportunities from Malaysia



Rubber-Based Products



Electrical & Electronics



Metal & Metal Products



Wood-Based Products



Medical Devices & Pharmaceuticals

Petrochemicals



Machinery & Equipment



Textiles & Apparels



Palm Oil Based Products





INTERNATIONAL TRADE FAIRS AND SOURCING PROGRAMME

**MALAYSIAN
INTERNATIONAL**



**FURNITURE
FAIR**



Thank you
Terima Kasih
Gracias

