



1 & 2 October 2024
Menara Felda, Platinum Park KLCC

MATRADE – YOUR LINK TO EXPORT OF SERVICES

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CONTENTS

Overview of Malaysia's Services Trade Performance | 2023 & Jan – Jun 2024

Opportunities in Services

About MATRADE

Global network

Export promotion programmes related to Services

Services Export Fund (SEF)

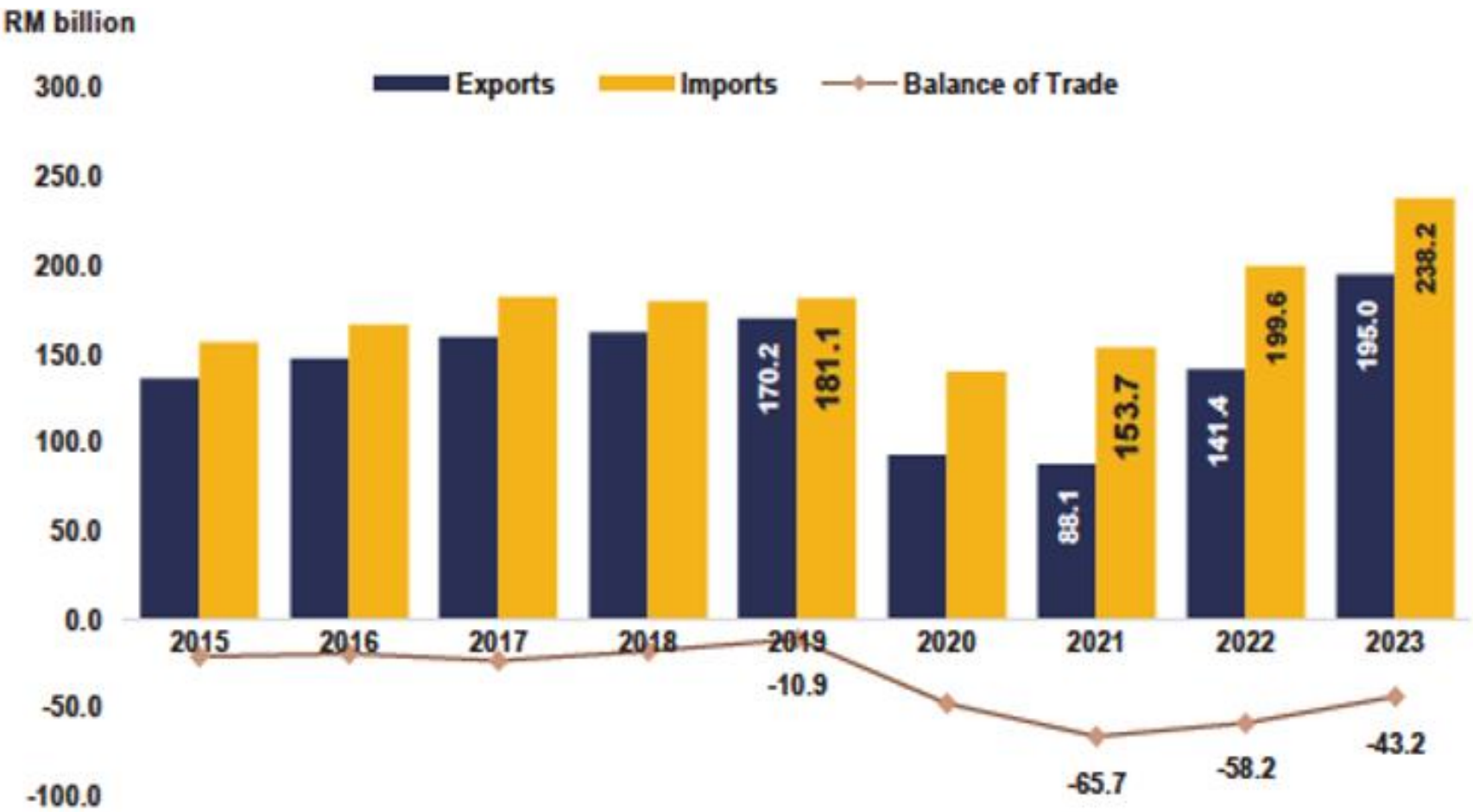


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Menara Felda, Platinum Park KLCC








OVERVIEW OF MALAYSIA'S SERVICES TRADE PERFORMANCE 2023

Export	Import	Total Trade	Balance of Trade
RM195.0 bil	RM238.2 bil	RM433.2 bil	- RM43.2 bil








MAJOR TRADING PARTNER




1		2		3		4		5	
	Singapore		United States of America		China		Indonesia		United Kingdom
Exports	RM55.3 bil	Exports	RM36.3 bil	Exports	RM12.9 bil	Exports	RM12.5 bil	Exports	RM9.9 bil
Imports	RM41.3 bil	Imports	RM76.1 bil	Imports	RM11.4 bil	Imports	RM4.3 bil	Imports	RM13.3 bil

Source: DOSM

MAJOR EXPORTS

-  **Travel**
RM68.0 bil
(2022: RM28.7 bil)
-  **Other Business Services**
RM36.8 bil
(2022: RM31.6 bil)
-  **Transport**
RM30.8 bil
(2022: RM26.6 bil)
-  **Telecommunications, Computer & information**
RM18.4 bil
(2022: RM16.0 bil)
-  **Manufacturing Services**
RM17.9 bil
(2022: RM19.7 bil)

MAJOR IMPORTS

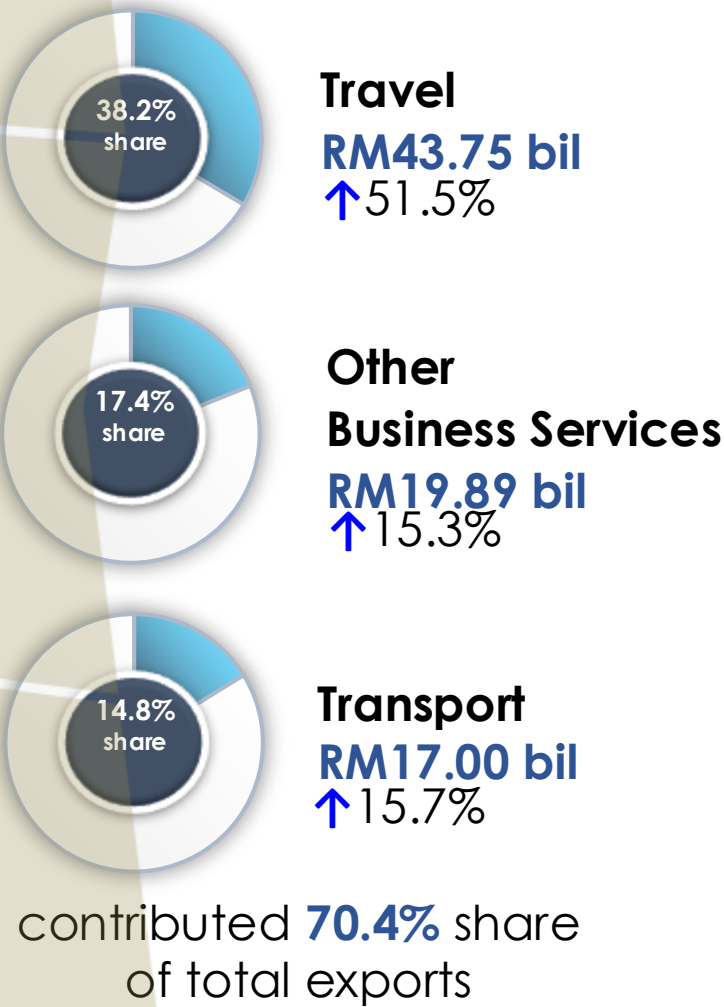
-  **Transport**
RM30.8 bil
(2022: RM26.6 bil)
-  **Other Business Services**
RM53.8 bil
(2022: RM47.5 bil)
-  **Travel**
RM50.9 bil
(2022: RM29.9 bil)
-  **Telecommunications, Computer & information**
RM22.4 bil
(2022: RM18.3 bil)
-  **Telecommunications, Computer & information**
RM12.4 bil
(2022: RM11.8 bil)

OVERVIEW OF MALAYSIA'S SERVICES TRADE PERFORMANCE (JAN-JUN 2024)

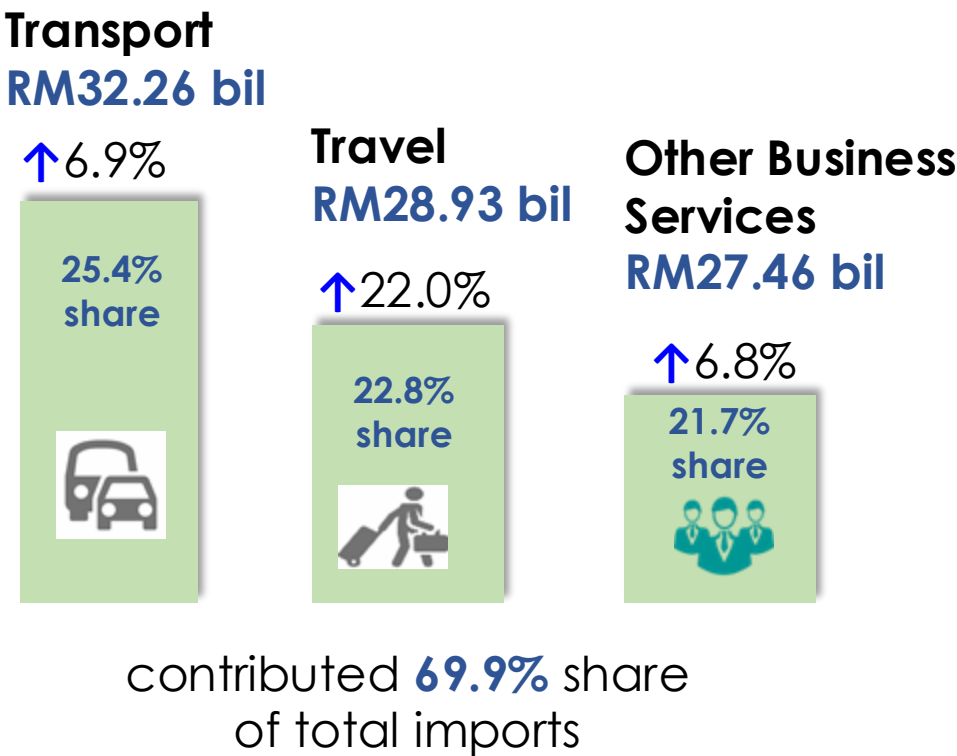
Trade, exports & imports registered an all-time high with double digit growth driven by strong performance of travel. Trade deficit narrowed by 51.8% to RM12.19 bil compared to RM25.28 bil in H1 2023.



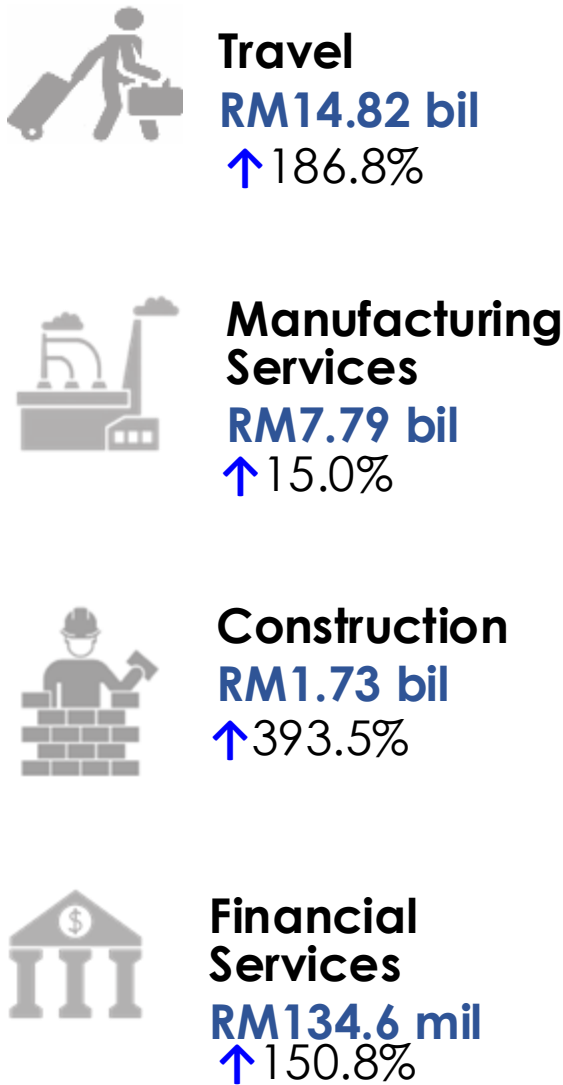
MAJOR EXPORTS



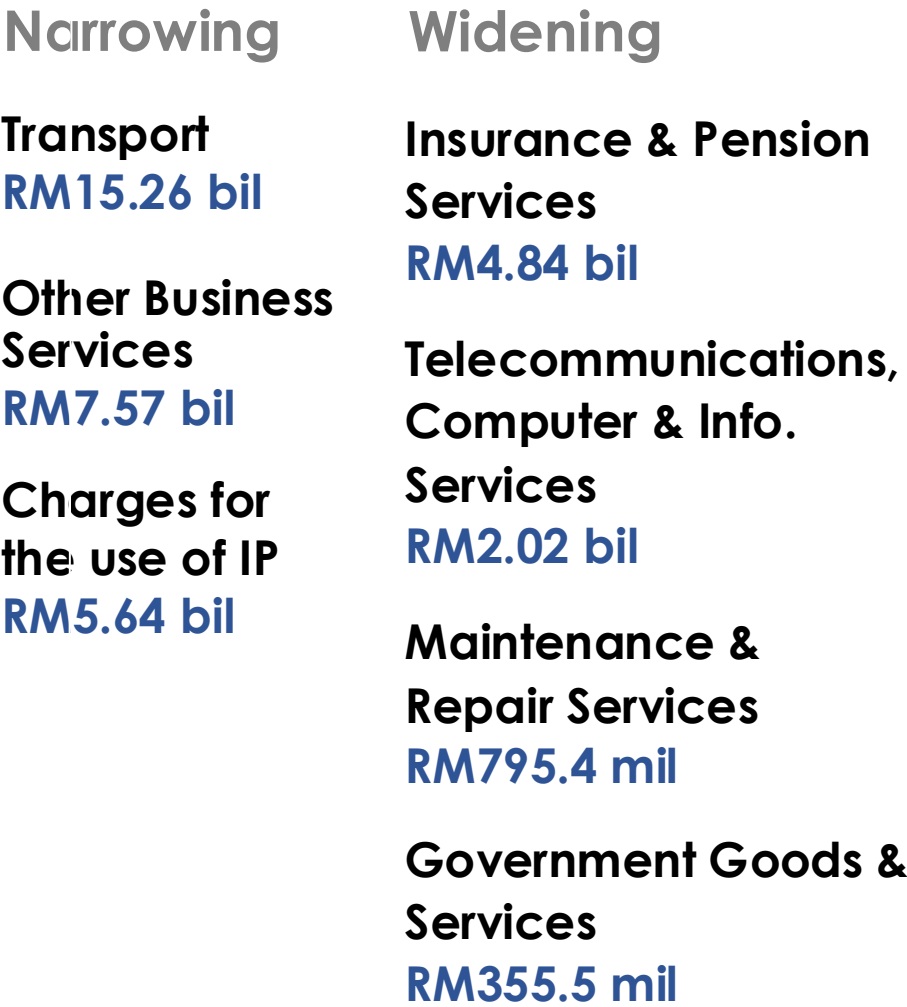
MAJOR IMPORTS



TRADE SURPLUS



TRADE DEFICIT



Source: DOSM

- Notes:
- % growth in Jan-June 2024 compared to Jan-June 2023
 - Total figure may not add up due to rounding.

Other business services = professional services (e.g. R&D, architecture, engineering, legal & consultancy services)
Transport = airline related services, insurance, freight & warehousing

OPPORTUNITIES IN SERVICES SECTOR



EGYPT

PRODUCT MARKET STUDY 2024

Egypt's building and construction sector is one of the most dynamic in Africa and the Middle East, driven by a combination of rapid urbanization, government-led infrastructure projects, and a growing population.

For Malaysian exporters, this market presents a variety of opportunities, particularly in the supply of specialized construction materials and innovative building technologies.



THAILAND

PRODUCT MARKET STUDY 2024

According to the Office of the National Economic and Social Development Council (NESDC), the public construction sector growth will come from an increase in government disbursements for work on large-scale projects, especially those in the Eastern Economic Corridor (EEC) and those that aim to improve the national infrastructures including road and rail transport systems, seaports, airports, etc.

This brings about numerous opportunities for foreign-based engineering, procurement and construction (EPC) firms looking for ways to participate in projects in the country.



NIGERIA

Looking for partnership to construct standard gauge, single track rail-line and refurbish already existing rail-tracks, that would connect states in Nigeria and provide the linkages with existing rail-lines and to exit-States.

This project become very necessary to provide a sustainable and transportation system to facilitate the evacuation of farm produce and manufactured goods from the states to areas of needs which will encourage faster industrialization of regional economies.



INDIA

MARKET ALERT 2024

Construction is one of the prominent sectors in the country and it is expected that there will be wider use of technology in construction and construction management in the future. This is where the importance of latest software, techniques and products becomes paramount to drive quality and productivity all through the industry.

Thus, Malaysian companies are encouraged to leverage the growth of this industry in India, and consider distributing products and services (including the application of relevant technologies) related to construction and construction management in the country.

Malaysian exporters must be registered with MATRADE to access these product market study/ market alerts via **MyExport**.

ABOUT MATRADE

MATRADE is the National Trade Promotion Organisation in Malaysia, under the Ministry of Investment, Trade and Industry (MITI), tasked to promote Malaysian products and services overseas.

VISION

“Positioning Malaysia As A Globally Competitive Trading Nation”

MISSION

“Promoting Malaysia’s Enterprises To The World”

GLOBAL NETWORK

49 offices worldwide



- | | |
|--------------------|-----------------|
| 1 Jakarta | 26 Cairo |
| 2 Medan | 27 Nairobi |
| 3 Bangkok | 28 Johannesburg |
| 4 Ho Chi Minh City | 29 Lagos |
| 5 Hanoi | 30 Istanbul |
| 6 Manila | 31 Budapest |
| 7 Yangon | 32 Kiev |
| 8 Phnom Penh | 33 Warsaw |
| 9 Melbourne | 34 Moscow |
| 10 Chennai | 35 Frankfurt |
| 11 Mumbai | 36 Milan |
| 12 Hong Kong | 37 Paris |
| 13 Guangzhou | 38 Rotterdam |
| 14 Taipei | 39 London |
| 15 Shanghai | 40 Sao Paulo |
| 16 Chengdu | 41 Buenos Aires |
| 17 Beijing | 42 Santiago |
| 18 Seoul | 43 Miami |
| 19 Osaka | 44 New York |
| 20 Tokyo | 45 Mexico City |
| 21 Dubai | 46 Los Angeles |
| 22 Doha | 47 Karachi |
| 23 Jeddah | 48 Singapore |
| 24 Almaty | 49 Toronto |
| 25 Tashkent | |

37 Trade Offices | 12 Marketing Offices

EXPORT PROMOTION PROGRAMMES RELATED TO SERVICES

CHOOSE MALAYSIA

**EXPORT ACCELERATION MISSION (EAM)
ON CONSTRUCTION AND RELATED
SERVICES TO JAKARTA, INDONESIA**

[18 – 21 December 2023]

EVENT DESCRIPTION

In 2023, the total construction market in Indonesia is estimated to reach IDR332.95 trillion, which includes 47.29% in the civil sector and 52.71% in the building sector. (Investor.id 2022)

**ADVANCING EXPORTS
ACCELERATING GROWTH** **MALAYSIA MADANI**

**ABU DHABI INTERNATIONAL
PETROLEUM EXHIBITION &
CONFERENCE (ADIPEC)**

4 - 7 November 2024
Abu Dhabi National Exhibition Centre, Abu Dhabi
United Arab Emirates (UAE)

**أديبك
ADIPEC**

**ADVANCING EXPORTS
ACCELERATING GROWTH** **MALAYSIA MADANI**

**Come & Join Us at
SEMICON WEST 2024**

SEMICON[®] WEST 9-11 July 2024
Moscone Center, San Francisco, USA

The annual flagship trade event for the global semiconductor and microelectronics industry.

Why Join Malaysia @ SEMICON West 2024:

- Expand your network with key players
- Discover the latest innovations and trends
- Gain valuable insights from industry experts
- Enhance your brand's visibility on a global scale

**ADVANCING EXPORTS
ACCELERATING GROWTH** **MALAYSIA MADANI**

**Come & Join Us at
NATIONAL PAVILION AT
FARNBOROUGH INTERNATIONAL
AIRSHOW (FIA) 2024**

22 – 26 July 2024

Aerospace and aerospace-related sectors |

- Aerospace Manufacturing
- Maintenance, Repair & Overhaul (MRO)
- System Integration incl UAVs and drones
- Engineering & Design Services
- Education & Training
- Astronautics

**ADVANCING EXPORTS
ACCELERATING GROWTH** **MALAYSIA MADANI**

**Come & Join Us at
NATIONAL PAVILION
AT BIG 5 GLOBAL,
DUBAI, UAE**

26 – 29 November 2024

Industry | Building Materials & Construction Related Services

The Time to EXPORT is Now.

**INVITATION
INTERNATIONAL SOURCING PROGRAMME (INSP)**

**in conjunction with
THE 17TH ASIAN OIL, GAS &
PETROCHEMICAL ENGINEERING
EXHIBITION (OGA)**

Kuala Lumpur Convention Centre • 18 & 19 June 2019

Your platform to meet global oil & gas buyers

SERVICES EXPORT FUND (SEF)

A trade support facility in the form of reimbursable grants to partly defray the cost of Malaysian entities in SERVICES industries, to undertake export-related activities in international markets for the period of RMKe-12 (2021 to 2025).

Activity 1

Cost of travelling and accommodation as a participant in an international competition for the services industry held abroad.

Activity 2

Cost of travelling and accommodation to international destinations for tender bidding; and/or
Cost of purchasing tender documents for projects overseas.

Activity 3

Cost of travelling and accommodation to meet/network/ conduct presentations to potential client(s) and further explore potential business and projects overseas.

Activity 4

Cost of travelling and accommodation in rendering services for the secured projects undertaken overseas (consultation, supply, delivery, implementation and execution of project).

Activity 5

Cost of conducting a feasibility study for international project overseas.

Activity 6

Cost of setting up a commercial office overseas.

Activity 7

Cost of procuring commercial intelligence/market reports for assessing business opportunities or projects in international markets.

Activity 8

Cost of developing prototype/ system customisation/ localisation to meet project requirements overseas.

Activity 9

Cost of travelling, accommodation and participation fee in international training programmes held locally/overseas (physical/virtual) related to the services of the company.

Activity 10

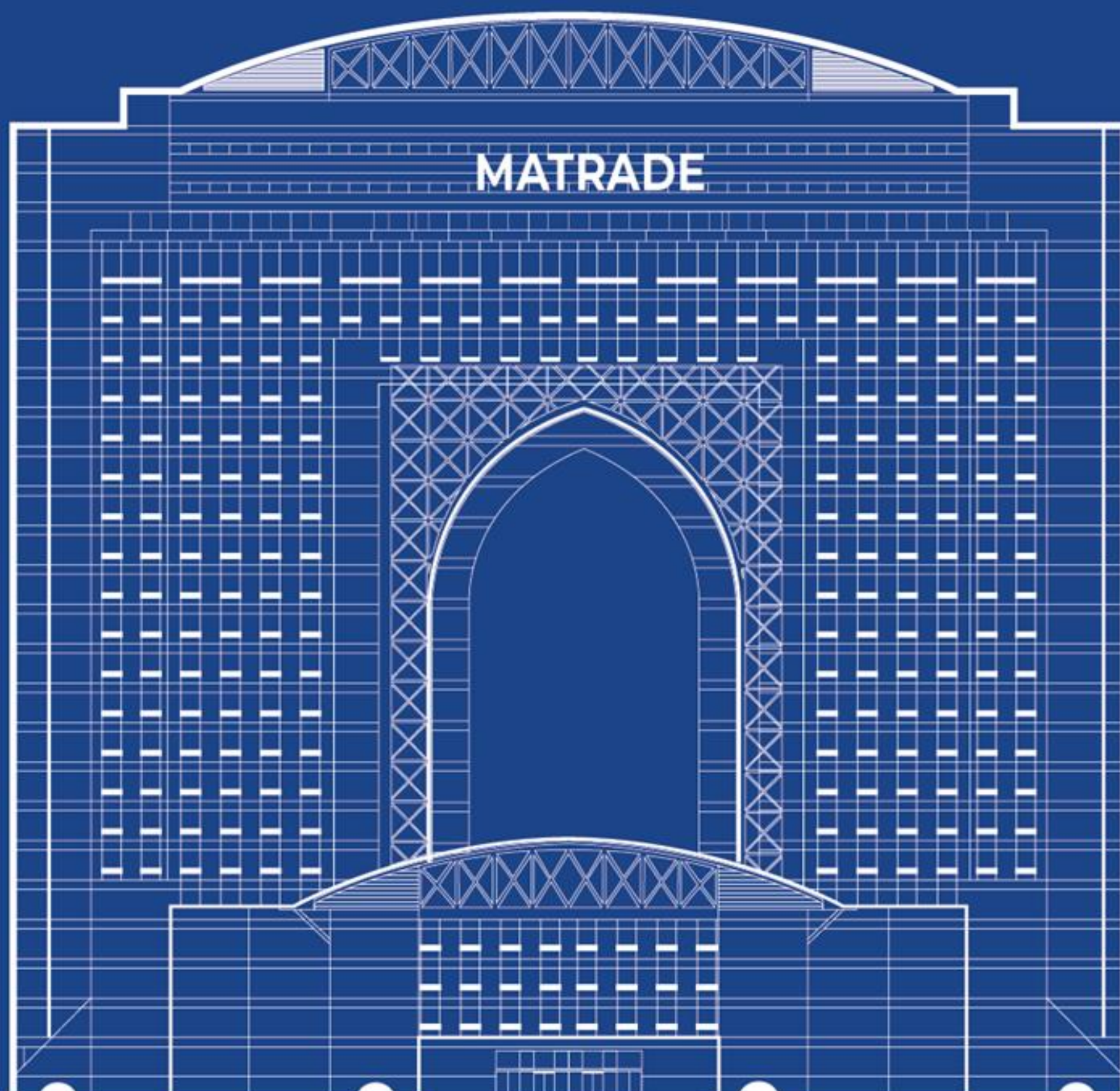
Cost of acquiring international certification in export services (including compliance to sustainability).

Activity 11

Cost of renting/subscribing of software;
and/or
Cost of renting of machinery/equipment for exporting services overseas

Activity 12

Cost of logistic (sea/air/land freight) involved in sending of Malaysian products and/ or equipment abroad (door to door), for overseas projects awarded to and implemented by Malaysian service companies.



THANK YOU



MALAYSIA EXTERNAL TRADE DEVELOPMENT CORPORATION (MATRADE)



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