



EMITA Conference

Loughborough 25th Feb 2010

The British Malaysian Society
Commercial Affairs Liaison



David B.Lamb

Cheverell International Services Limited

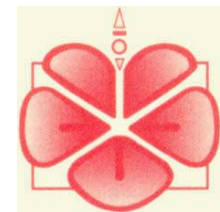
www.cheverell.com

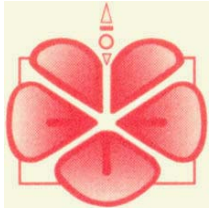
David B.Lamb

BL [Edin], FCCA

Chairman, BMS Commercial Affairs Liaison [CAL]

- 1973 to 1981 – Thailand, Indonesia and Sri Lanka
- 1981 to 1992 - Finance Director, Rothmans Malaysia Sdn. Bhd. in Kuala Lumpur
- 1992 to 1995 Director, Group Audit & Control, Rothmans International, London
- Chairman, Cheverell International Services Limited, London
- Independent non-executive directorships





Agenda

- Malaysia
- The British Malaysian Society - Commercial Affairs Liaison
- Networking Opportunities
- Sources of Advice
- The 'Melting Pot'
- Malaysia's 'NEP' and 'NDP'
- Who should I contact at the BMS?



MALAYSIA

Peninsula

East [Sabah & Sarawak]





The British Malaysian Society - CAL

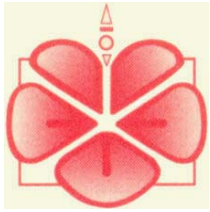
The BMS provides a wide-range of networking opportunities in Kuala Lumpur, Penang, Johore Baru, Kuching, Kota Baru and London

- ❖ **Professional, Commercial & Corporate**
- ❖ Cultural & Social
- ❖ Education



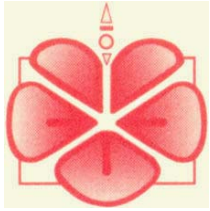
BMS - Commercial Affairs Liaison [CAL]

- ❖ The BMS membership base encompasses current and former professionals, businesspeople, diplomats, teachers and academics.
- ❖ This enables the BMS through CAL to offer advice and guidance on a range of issues affecting the Malaysian business scene:-



BMS - Commercial Affairs Liaison [CAL]

- Through CAL the BMS has access to an unrivalled pool of talent which can be made available and can field pretty well all the questions thrown at it: we can provide you with contacts and introductions - a huge help to a prospective investor trying to address the natural concerns of individuals, educational institutions and businesses in general contemplating putting their toe in Malaysian water in 2010 and perhaps looking for a partner



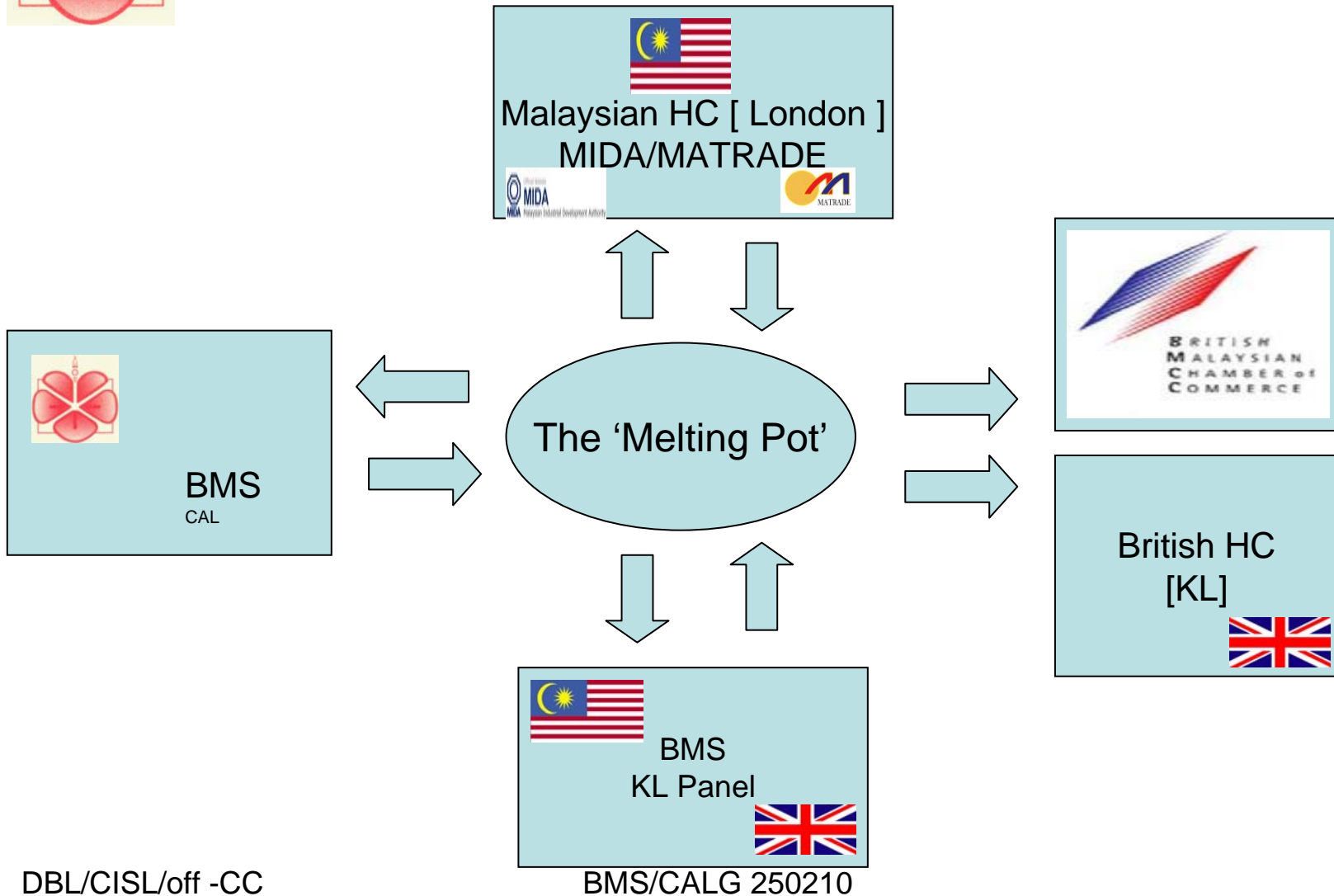
BMS - Commercial Affairs Liaison [CAL]

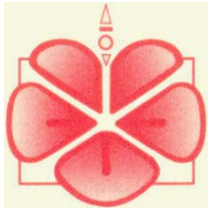
In evaluating trade and investment opportunities in Malaysia, UK businesses and executives have access to three principal sources of advice:-

- ❑ UKTI and its regional offices across the UK
- ❑ The Malaysian High Commission in London and its partner investment and trade organisations - MIDA and MATRADE
- ❑ **The BMS Commercial Affairs Liaison Group**



Organisations able to assist prospective investors





The “NEP”

- When independence came in 1957, [Article 153](#) of the [Constitution](#) contained a provision providing special rights for Malays
- There followed an ambitious and controversial [socio-economic](#) restructuring [affirmative action](#) programme launched by the Malaysian government in 1971 under the then [Prime Minister Tun Abdul Razak](#). The NEP was succeeded by the [National Development Policy](#), NDP, in 1991
- The aim was to reduce the socioeconomic disparity between the [Chinese](#) minority and the [Malay](#) majority,
- The NEP targeted a 30% share of the economy for the [Bumiputra](#),
- Many of the tangible economic benefits the NEP/NDP offered the Bumiputra are still manifest and ongoing in Malaysia today.
- The [New Straits Times](#) reported in 2007, "*the government believes the aim of having 30 per cent Bumiputera equity has yet to be achieved*"
- A 2008 poll showed that 65 per cent of Malays wished race-based affirmative action to cease [cp 83 per cent of Chinese and 89 per cent of Indian respondents].
- In October 2008, the then Deputy Prime Minister now the Prime Minister, [Datuk Seri Najib Razak](#) said "if we do not change, the people will change us"



Members of the BMS Commercial Affairs Liaison Group:-

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BMS Contact Details

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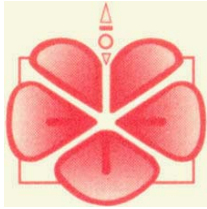
[Map](#)

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Useful Web Addresses

- www.thebritishmalaysiansociety.org
- www.malaysia.gov.my
- www.mida.gov.my
- www.bmcc.org.my
- www.uktradeinvest.org.uk

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