Mandated by the Malaysian government to attract multinationals to invest in Greater Kuala Lumpur (GKL), Invest KL Corporation (InvestKL) was established in 2011 under the purview of the Ministry of International Trade and industry.

InvestKL targets Fortune 500 and Forbes 2000 companies to establish their regional hubs in GKL. In GKL, MNCs have the opportunity to tap the local pipeline of skilled talent and supply chains while leveraging Malaysia's logistical and industrial backbone as an Asian growth hub.

This is aided by GKL's infrastructure, which includes mass rail transit, airports, ports and highways as well as connectivity to other major ASEAN cities.

Since 2011, InvestKL has helped put GKL among the top 10 prospective global investment destinations for MNCs. GKL was also the 5th most cost-competitive global city and the 4th best city for expatriates in 2017.
<table>
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<th>Page</th>
<th>Content</th>
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<td>04</td>
<td>Chairman’s Message</td>
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<td>05</td>
<td>CEO’s Message</td>
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<td>Greater Kuala Lumpur</td>
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<td>MNCs in Greater KL</td>
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<td>2018 Media Highlights</td>
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<td>22</td>
<td>Raising Greater KL’s Profile</td>
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</tbody>
</table>
2011 marked the founding and inception of InvestKL with the primary objective of promoting Greater Kuala Lumpur as the preferred location for regional business hubs in ASEAN. Looking back over the almost 8 years journey when InvestKL was born with only a skeleton workforce of 12 employees and a blank canvas, it has come a long way. The team can boast that InvestKL has achieved its goal in targeting and successfully attracting large global corporations especially in the high-value services and technology sector to establish their regional hubs in Greater KL and the records chalked up to date speaks for itself.

Despite the challenges encountered in 2018, InvestKL has managed to successfully secure the stretched target set for the year of 12 MNCs to locate their regional hub in Greater KL. These 12 MNCs will bring an additional RM2.3 billion in approved and committed investments in tandem with 1,340 high skilled regional jobs providing better-remunerated careers for our local talent. These 12 MNCs together with 66 others that have established their regional centres here since 2011, adds up to a total of 78 MNCs that have picked Greater KL as their regional base. Aggregated investments to date by these global MNCs totalled RM11.7 billion with more than 11,600 jobs committed to date.

Going forward, stronger headwinds is anticipated with the global growth rate projected by IMF and World Bank moderating from 3.7% in 2018 to 3.5% and 3.6% in 2019 and 2020. Malaysia's growth rate is also expected to slow down with the IMF forecast of GDP growth slowing from 5.4% in 2018 to 5.1% in 2019.

The backdrop to the economic slowdown and negative sentiment could be ascribed to global uncertainties and volatility arising from the US-Chinese trade war, Brexit in Europe, high domestic debt and asset bubble in many countries including OECD nations, nationalistic policies and greater intolerance of free trade. Malaysia as a trading nation would be impeded if these unfavourable factors and China's slowdown persists.

However, as the popular saying goes, every cloud has its silver lining. In December 2018, the World Bank had reported that Malaysia's economy remains resilient despite its growth moderating with private consumption expected to expand from the 7.2% achieved in 2018. The peaceful change of the government in May 2018 has been transformational and vindicates the outside world’s perception of Malaysia as a mature and rational sovereign nation. The new administration's strive for greater transparency, the war against corruption and adherence to proper governance has brought renewed confidence not only to the local business community but also greater attention and positive interest from potential foreign direct investments.

Added to this positive view is Bank Julius Baer & Co’s annual Wealth Report Asia that recently reported Kuala Lumpur as the least expensive city in Asia and the World Bank listing Malaysia as the 15th best country in the world for ease of doing business. The 2018 CG Watch report on corporate governance by the Asian Corporate Governance Association (ACGA) and CLSA has also ranked Malaysia fourth out of 12 Asia-Pacific economies in terms of market accountability and transparency.

With the recent realignment of InvestKL as part of the Ministry of International Trade and industry, thus enabling it to harness and share the resources and network of the Ministry, I am confident that InvestKL will more than achieve its target and fulfill the aspirations originally envisaged for the organisation. We are grateful for the support and encouragement from the Minister of MITI, YB Datuk Darell Leiking, the Deputy Minister of MITI, YB Dr. Ong Kian Meng, Secretary General of MITI, Dato’ Lokman Hakim Ali, and its agencies such as MIDA and MATRADE. Thanks and also to the Minister of Federal Territories YB Tuan Haji Khalid bin Abdul Samad, his KSU Datuk Seri Haji Saripuddin bin Haji Kassim, and the many stakeholders such as the various Ambassadors and representatives of chambers of commerce, Trade Associations and MNCs for assisting InvestKL to be where it is today.

Thank you.
2018 has been an eventful year! We saw the first change in Government, after over 60 years; shifts in US economic policies, the China–US Trade War, Brexit continues to impact decision making in UK and uncertainty of various EU countries, just to name a few.

It has also been an exciting year for InvestKL. Top of it all was the announcement that InvestKL is now an agency under the umbrella of the Ministry of International Trade and Industry (MITI). Adding to this is that our team has successfully secured our stretch target of 12 multinational companies (MNCs) investments for 2018, bringing with it a total of RM2.27 billion approved and committed investments and 1,339 high skilled regional jobs. Overall since 2011, approved and committed investments totalling RM11.73 billion with 11,693 high-skilled regional jobs created.

Several of the MNCs InvestKL facilitated in 2018 are household or well-known names, such as Zalora, Accenture, MetLife, Electrolux, EY and Orange, setting up their regional hub for high value business services here in Greater Kuala Lumpur.

At our marquee annual Ministerial event last year, we saw the launch of the ‘Malaysia Global Talent’ programme. This event was attended by over 1,000 guests, including several government ministers, key stakeholders and senior management. 20 of InvestKL’s MNCs showcased their innovation and technology during this ministerial event.

2 other notable events held in 2018 were the ‘Merdeka Dinner’, attended by the Minister of Federal Territories, YB Tuan Hj. Khalid Samad; Deputy Minister of Women, Community and Family Development, YB Hannah Yeoh and former Secretary General of MITI, Datuk Isham Ishak; and the ‘Exclusive Dialogue’ with the KL Chief of Police, Commissioner Datuk Mazlan Lazim with Ambassadors and High Commissioners from the various embassies, international chambers of commerce and strategic partners.

Today, the technological shifts have spread economic activities more widely, and at the same time, made cities more important as key nodes of enterprise and innovation. The Government is also driving Industry 4.0 or Industry4WRD to transform Malaysia to be an innovation-driven economy, with added focus in attracting MNCs committed with their digital and Internet of Things (IoT) initiatives to grow their global market share from Kuala Lumpur.

Hence, for 2019, our strategy besides targeting Fortune 500 MNCs, will include ‘rising stars’ and ‘hidden champions’ with innovative and industry 4.0 activities, to set-up their regional businesses in Greater KL and take advantage of Malaysia’s stable ecosystem to move their business up the value chain. These are high growth MNCs at the top of their game, leaders in their fields in sectors such as finance, business services, healthcare and e-commerce. This will provide local talent with job opportunities.

The new Malaysian government is pro-business and with Malaysia ranking 15th in the World Bank’s Doing Business Report 2019, this further demonstrates Malaysia’s determination to attract high value investments into Greater KL and the country. These high value investments will also create high value jobs for our very talented workforce.

InvestKL understands the need to provide assurances and higher value to our investors. As such, we collaborate with MITI and key government stakeholders to provide the 5Cs of clarity, certainty, consistency, continuity and confidence to the investors.

Growing and deepening the local ecosystem is important to grow the domestic economy. We continue to encourage our MNCs to tap into the local ecosystem and grow local businesses. Local SMEs have the capacity to support MNCs by providing the necessary services for our MNCs to grow their regional business from Malaysia. With such collaboration, the local SMEs will benefit from the expertise and transfer of knowledge that these global MNCs will share.

The Kuala Lumpur we know is a melting pot of cultures with a friendly, well-educated and multilingual workforce. The high standard of living is supported by excellent and efficient infrastructure and utilities, great schools and universities and state-of-the-art hospitals. The city also offers a myriad of options for entertainment, food and adventure; all this is connected to the world via three international airports.

Finally, I would like to thank the Ministry of International Trade and Industry, Ministry of Federal Territories, DBKL, MIDA, MDEC and the various other government ministries and agencies, our Board of Directors, key stakeholders, alliance and strategic partners for working with us and continuing to make Greater KL and Malaysia a great place to do business.

Thank you.

DATUK ZAINAL AMANSHAH
G R E A T E R K U A L Á L A L U M P U R

The Epicentre of ASEAN

Greater Kuala Lumpur (GKL), Malaysia’s business city, is home to Asia Pacific’s fastest-growing hubs of business, finance and technology. Asia Pacific has accounted for more than 30% of global foreign direct investment in recent years, more than any other region. In addition, GKL has been named among the top 10 Asia-Pacific Cities of the Future by investment monitor fDi Markets.

CONNECTIVITY & INFRASTRUCTURE

Cognisant of the demands of fast-growing businesses and skilled labour, the Malaysian government sought to ensure GKL stands out as a regional hub and has ramped up investments in connectivity and infrastructure since 2009.

These include several rail networks, increased highway and port connectivity, and multiple broadband expansion projects to connect GKL’s various industrial and logistics suburbs with the city’s financial districts.

GKL is also home to the ever-expanding Port Klang, now the 11th busiest container terminal in the world and the fastest-growing port globally outside of China in 2016.

To further entrench GKL’s position as an Asian hub, there are many upcoming projects including the 100 sq km KLIA Aeropolis, centred around the key clusters of air cargo and logistics, aerospace and aviation parks, events, and leisure.

TALENT & POPULATION

Greater KL’s multicultural 7.2 million population translates to a highly urbanised, culturally adaptable, educated and diverse talent pool.

As a result, Kuala Lumpur has consistently ranked among the top 5 Asian cities in human capital indices including: IMD World Talent Ranking 2016 (3rd), WEF Human Capital Index 2016 (4th), Taylor Wessing Global Intellectual Property Index 2016 (3rd), INSEAD Adecco and HCLI Global Talent Competitiveness Index 2015-16 (3rd), and the Bloomberg Innovation Index (5th).

With an affordable cost of doing business in GKL, it remains the Asian profit centre for global investors seeking to reap gains from the fast-growing region.
# Greater Kuala Lumpur

## Exciting Business Hubs and Major Developments

![Map of Greater Kuala Lumpur with key developments and locations](image)

### At A Glance

<p>| | | | |</p>
<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Population</strong></td>
<td>10 million by 2020</td>
<td><strong>Size</strong></td>
<td>2,793 km²</td>
</tr>
<tr>
<td><strong>Languages</strong></td>
<td>English, Malay, Cantonese, Mandarin, Tamil and Indigenous</td>
<td><strong>Gross National Income</strong></td>
<td>US$184billion (RM650billion) estimated contribution of Greater KL to Malaysia’s GNI by 2020</td>
</tr>
</tbody>
</table>

Source: InvestKL, JLL
# International Rankings

<table>
<thead>
<tr>
<th>Rank</th>
<th>Description</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st</td>
<td>Recognised 1st in Southeast Asia as a World Energy City</td>
<td>(Source: WECF)</td>
</tr>
<tr>
<td>2nd</td>
<td>Ranked 2nd in Southeast Asia for Ease of Doing Business</td>
<td>(Source: World Bank)</td>
</tr>
<tr>
<td>3rd</td>
<td>Global Services Location Index</td>
<td>(Source: AT Kearney 2017)</td>
</tr>
</tbody>
</table>

## Business Potential

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global middle-class market rising in Asia by 2020</td>
<td>3.2 Bil (OECD Observer)</td>
</tr>
<tr>
<td>In oil &amp; gas upstream investment over next 2 years</td>
<td>US$1 Tri (Wood Mackenzie Ltd report, 2016)</td>
</tr>
<tr>
<td>Of new infrastructure in Asia by 2020</td>
<td>US$8 Tri (Asian Development Bank)</td>
</tr>
<tr>
<td>Malaysia’s Population by 2020 - up 40%</td>
<td>33.8 Mil (Department of Statistics Malaysia)</td>
</tr>
<tr>
<td>ASEAN GDP</td>
<td>US$2.77 Tri (Ministry of International Trade and Industry (MITI))</td>
</tr>
</tbody>
</table>

## Excellent Ecosystem

<table>
<thead>
<tr>
<th>Ranking</th>
<th>Description</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>3rd</td>
<td>In Asia for English Proficiency Index 2018</td>
<td>(Education First)</td>
</tr>
<tr>
<td>255,099</td>
<td>Total Graduates in Malaysia for 2017</td>
<td></td>
</tr>
<tr>
<td>74</td>
<td>Double Tax Agreement Offered in Malaysia</td>
<td>(Inland Revenue Board Malaysia)</td>
</tr>
<tr>
<td>15th</td>
<td>in Asia and Worldwide for World Best Airport</td>
<td>44th (Skytrax 2018)</td>
</tr>
</tbody>
</table>
## BUSINESS

<table>
<thead>
<tr>
<th>Rank</th>
<th>Category</th>
<th>Source</th>
</tr>
</thead>
<tbody>
<tr>
<td>6th</td>
<td>Most Business Friendly Country</td>
<td>Baseline Probability Index (BPI) 2015</td>
</tr>
<tr>
<td>5th</td>
<td>Most Attractive Destination</td>
<td>EY - Capital Confidence Barometer (Southeast Asia) 2016</td>
</tr>
<tr>
<td>3rd</td>
<td>Best Global Offshoring Location</td>
<td>A.T. Kearney Global Services Location Index 2017</td>
</tr>
<tr>
<td>15th</td>
<td>For Financial System Market</td>
<td>(World Economic Forum Global Competitiveness Index 4.0 2018)</td>
</tr>
</tbody>
</table>

## LIFESTYLE FRIENDLY

<table>
<thead>
<tr>
<th>Rank</th>
<th>Category</th>
<th>Source</th>
</tr>
</thead>
<tbody>
<tr>
<td>88th</td>
<td>Least Expensive City</td>
<td>Worldwide Cost of Living Survey 2019</td>
</tr>
<tr>
<td>145th</td>
<td>Least Expensive City</td>
<td>Mercer Cost of Living Survey 2018 Most Expensive = 1</td>
</tr>
<tr>
<td>15th</td>
<td>Best Expat Destination</td>
<td>HSBC Expat Explorer 2018</td>
</tr>
<tr>
<td>5th</td>
<td>Best Shopping Destination Worldwide</td>
<td>Expedia, 2016</td>
</tr>
<tr>
<td>76</td>
<td>International Schools in GKL</td>
<td>International Schools Database</td>
</tr>
<tr>
<td>68</td>
<td>Public and Private Universities in GKL</td>
<td>Education Guide Malaysia (15th edition)</td>
</tr>
<tr>
<td>46</td>
<td>Museums and Art Galleries</td>
<td>IKL</td>
</tr>
<tr>
<td>24</td>
<td>World Class Golf Courses</td>
<td>Golfasian</td>
</tr>
</tbody>
</table>
Multinational Companies Attracted to Greater KL

RM11.7 Billion Investments Approved/Committed

Regional High Skilled Jobs Created

Since Inception in 2011

HIGHLIGHTS OF THE YEAR 2018*

12 Multinational Companies Secured

RM2.3 B Approved/Committed Investment

1,339 High Skilled Regional Jobs

*InvestKL engaged PwC Malaysia, an independent professional services firm, to conduct certain Agreed-Upon- Procedures - specific tests and procedures to review reported results for the achievements announced.*
MILESTONES WITH OUR MNCS
OUR INVESTORS

Selected Investors from 2011–2017
REGIONAL HUB FOR SEA
Throughout 2018 ZALORA moved a significant portion of its teams to its KL HQ Hub, in particular now we centralize in Greater KL:
- Warehousing for 70% of Group Inventory - Logistics Management for 6 markets - Returns Management for 6 markets - Human Resources HQ for all markets - Marketing HQ for all markets - Marketplace HQ for all markets - Finance SSC for all markets.
- ZALORA’s COO, CTO, CMO, Head of HR and CCO are based in Greater KL.
- Kuala Lumpur was the natural choice for this move due to the Governmental support received from institutions such as InvestKL, the depth and width of the local talent pool and Malaysia being one of ZALORA’s strongest demand markets.
- ZALORA looks forward to Malaysia further strengthening its position and legislative framework as an ecommerce hub for the export of products to the whole of APAC.

REGIONAL DELIVERY CENTRE FOR APAC
LEADING GLOBAL MANAGEMENT CONSULTING AND PROFESSIONAL SERVICES FIRM
Accenture has three Intelligent Operations Centres in Greater KL and supports clients worldwide. Our offerings include Marketing, Finance & Accounting and Sourcing & Procurement services. The work we do requires a wide range of language and cultural knowledge as our clients come from ASEAN and beyond. KL is rich in its language diversity, with its native population fluent in at least 2-3 languages relevant to this region. In addition, KL’s strategic location makes it easier to attract workers from regional nations. With this diversity, we are currently supporting 23 languages. KL’s urbanised population is also highly educated and this enables us to help our clients leverage intelligent operations to unlock trapped value from their business. Underlying this is how the centres complements our end-to-end business transformation work for clients and our continuous focus to help them pivot to Intelligent Operations and prepare for the future.

CENTRE OF EXCELLENCE FOR DIGITAL TRANSFORMATION FOR APAC
Orange Business Services has invested significantly in Malaysia’s local infrastructure and talent to deliver our services directly to enterprises across all key cities. While serving over 300 multinational customers from KL, Malaysia also houses the Orange Business Services’ Asia Competency Centre (ACC) which functions as one of the business operations hubs supporting full end-to-end service delivery across ASEAN, Australasia, mainland China, Hong Kong, India, Japan and Korea.
Orange Business Services picked Kuala Lumpur to establish our Asia Pacific Centre of Excellence as the country has an excellent pool of IT skills, an international customer-oriented culture and strong international language capabilities, and an established reputation as a skilled and cost-effective regional hub for MNCs.

ASIA PACIFIC HEADQUARTERS
Great Kuala Lumpur offers a friendly international business environment for foreign investors. It is the geographic centre point of Asia Pacific with convenient passenger transportation and extensive sea and airfreight capacity within the region. Its multilingual and highly skilled talents form a solid foundation of business and services. A fusion of Asian cultures eases and strengthens the cooperation in the region. Invest in KL – a truly smart choice!

APAC TAX TECHNOLOGY & TRANSFORMATION NEARSHORE CENTRE
The EY Asia-Pacific Tax Technology and Transformation Center of Excellence supports our Tax teams regionally in providing tax technology services to assist companies in transforming their tax function in a cost-effective manner and drive the required change for the digital age.
Greater KL was selected as one of the EY Asia Pacific digital hubs based on several factors. The incentives offered by the Malaysian Government to MNCs looking to establish regional hubs are attractive. It has world-class infrastructure in place and agencies like InvestKL to help interested companies set up their hubs quickly and smoothly. Furthermore, Malaysia has a large pool of multi-lingual talent skilled in Information Technology, making them great candidates to work with our markets in Asia-Pacific.
Pickles Auctions

REGIONAL CENTRE OF EXCELLENCE FOR KNOWLEDGE DATA & INFORMATION AND SOFTWARE DEVELOPMENT
Pickles Auctions regional services include software development, marketing, data science and analysis, and regional expansion of our motor, salvage, and industrial auction services into new markets. Kuala Lumpur offers us a seat in the heart of ASEAN as well as English speaking, educated, and friendly staff to join our team. The growing technology ecosystem, friendly business climate, enforceable commonwealth laws, helpful government assistance programmes (like InvestKL), as well as a Malaysian “boleh” attitude to try new things made establishing our regional HQ easier in Kuala Lumpur.

CPCG Holdings Sdn Bhd

REGIONAL TECHNICAL COMPETENCY CENTER FOR ASEA
We are open to increasing our investments in Malaysia, especially in federal projects that will benefit the people. With our track record of having successfully delivered complicated construction projects in China, we are confident that, in collaboration with local partners, we will be able to do the same in Malaysia.

The country’s fundamentals are strong. You have excellent infrastructure, a robust ecosystem and a big pool of trilingual talents. Kuala Lumpur is thus a strategic launch pad for our expansion into Asia-Pacific.

Within the next five years, we plan to employ 150 highly-skilled professionals, of which more than half will be Malaysians, as we position China Pacific Construction Group - CPCG as a major player across the Asia-Pacific. These trilingual local talents will be invaluable to work in the group’s projects worldwide.

F.H. Bertling Projects Logistics Sdn Bhd

REGIONAL CENTRE OF CHEMICAL LOGISTICS FOR APAC
Chemical Industry In Malaysia is one of the most developed chemical industries of the world. The industry is not only capable of fulfilling the nation’s requirement of Chemical Products but also exports to global market. The chemical industry is an essential area of business for all of industry requires chemical speciality logistics provider to support the supply chain activities. Setting up Regional Centre of Chemicals Logistics for Asia Pacific in Kuala Lumpur is to serve chemicals industry needs with the affordable cost, business friendly environment, logistics infrastructure in this country is established and reliable.

Persolkelly Consulting Sdn Bhd

APAC REGIONAL HEADQUARTERS & CENTRE OF COMPETENCE
PERSOLKELLY Consulting offers human resources consulting, analytics and technology via innovative talent development, management advisory, organisational effectiveness and insights-driven solutions to achieve optimal results for our clients in Asia Pacific. Greater KL serves as the most competitive regional operations base for us with access to agile talent and extensive business ecosystem.

Wood Group

SOUTH EAST & EAST ASIAN REGIONAL HUB
Wood provides engineering design, Operations support, business development, finance and other functional support to our regional activities in the Oil & Gas and industrial sectors. Greater KL was selected primarily for the talented pool of professionals available and secondly for the transport and communications infrastructure required to support a Regional business.

MetLife

ASIA PACIFIC CENTRE OF EXCELLENCE

Electrolux

APAC CENTRE OF EXCELLENCE FOR DIGITAL TRANSFORMATION
Profiles of MNCs under InvestKL as of 31st December 2018

BY COUNTRY

BS: Business Services
CCI: Communication Content & Infrastructure
CG: Consumer Goods
E&G: Electrical & Electronics
EDU: Education
ES: Engineering Services
FS: Financial Services
GT: Global Commodities Traders
HC: Healthcare
IP: Industrial Products
O&G: Oil & Gas
PO: Palm Oil
W&R: Wholesale & Retail
OT: Others

A: Americas
E: Europe
AP: APAC
MEA: Middle East & Africa
IMPACT ON THE MALAYSIAN ECONOMY
**Regional Jobs Realised**

Salary Analysis (31 December 2018)

Overall 7,516
Local 6,048 (80%)
Expat 1,468 (20%)

Locals vs Expats (Salary Scale)

Senior Management (RM50k and Above)
Senior Manager/HOD (RM25k - RM50k)
Manager (RM10k - RM25k)
Senior Executive/Technician (RM5k - RM10k)
Junior Executive/Fresh Grad (RM3k - RM5k)
Support/Customer Service (RM3k and below)

Overall 7,516
Local 6,048 (80%)
Expat 1,468 (20%)

<table>
<thead>
<tr>
<th>Job Category</th>
<th>Local</th>
<th>Expats</th>
</tr>
</thead>
<tbody>
<tr>
<td>Senior Management (RM50k &amp; Above)</td>
<td>2,119</td>
<td>231</td>
</tr>
<tr>
<td>Senior Manager/HOD (RM25k - RM50k)</td>
<td>2,251</td>
<td>16%</td>
</tr>
<tr>
<td>Manager (RM10k - RM25k)</td>
<td>1,950</td>
<td>22%</td>
</tr>
<tr>
<td>Senior Executive/Technician (RM5k - RM10k)</td>
<td>535</td>
<td>9%</td>
</tr>
<tr>
<td>Junior Executive/Fresh Grad (RM3k - RM5k)</td>
<td>127</td>
<td>2%</td>
</tr>
<tr>
<td>Support/Customer Service (RM3k &amp; Below)</td>
<td>400</td>
<td>27%</td>
</tr>
<tr>
<td>Overall</td>
<td>7,516</td>
<td>100%</td>
</tr>
</tbody>
</table>

Locals vs Expats (Salary Scale)

<table>
<thead>
<tr>
<th>Job Category</th>
<th>Local</th>
<th>Expats</th>
</tr>
</thead>
<tbody>
<tr>
<td>Support/ Customer Service (RM3k &amp; Below)</td>
<td>5</td>
<td>80%</td>
</tr>
<tr>
<td>Junior Executive/ Fresh Grad (RM3k - RM5k)</td>
<td>169</td>
<td>12%</td>
</tr>
<tr>
<td>Senior Executive/ Technician (RM5k - RM10k)</td>
<td>400</td>
<td>27%</td>
</tr>
<tr>
<td>Manager (RM10k - RM25k)</td>
<td>540</td>
<td>37%</td>
</tr>
<tr>
<td>Senior Manager/ HOD (RM25k - RM50k)</td>
<td>1,851</td>
<td>31%</td>
</tr>
<tr>
<td>Overall</td>
<td>7,516</td>
<td>100%</td>
</tr>
</tbody>
</table>
**New Office Space**

**99 floors**
@ Petronas Twin Towers

**Estimated Annual Rental (2018)**

**RM128.11 million**

<table>
<thead>
<tr>
<th>Year</th>
<th>Kuala Lumpur</th>
<th>Selangor</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>39.40</td>
<td>36.80</td>
</tr>
<tr>
<td>2015</td>
<td>56.06</td>
<td>40.29</td>
</tr>
<tr>
<td>2016</td>
<td>65.82</td>
<td>45.63</td>
</tr>
<tr>
<td>2017</td>
<td>71.12</td>
<td>53.75</td>
</tr>
<tr>
<td>2018</td>
<td>74.36</td>
<td>53.75</td>
</tr>
</tbody>
</table>

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**Average Rental:**

- Kuala Lumpur RM7/sqf
- Selangor RM5/sqf

---

*KLCC average NLA/floor-18,000 sqf*

**The 78 MNCs would occupy 99 floors** of both Petronas Twin Towers
Arcadis aims to grow SEA Hub in Greater KL

Arcadis Malaysia, the global engineering, construction, and environmental consultancy firm, has announced its plans to expand its Southeast Asia (SEA) Hub to further boost its presence in the region.

Currently, Arcadis has a well-established network of operations across the region, including offices in Malaysia, Indonesia, Singapore, Thailand, and the Philippines. The company has been actively involved in various projects in the region, covering sectors such as infrastructure, environment, and engineering.

According to a statement by the company, Arcadis is looking to strengthen its position in the SEA market by leveraging its global expertise and experience. The firm is focusing on developing new projects and expanding its client base in the region.

Arcadis is known for its capability in providing sustainable and innovative solutions to its clients. The company has been recognized for its commitment to environmental sustainability, and its projects often include the integration of green technologies and sustainable practices.

The expansion of the SEA Hub is expected to enhance Arcadis’ ability to provide comprehensive and integrated services to its clients in the region. The firm is likely to focus on sectors such as transportation, energy, and infrastructure, which are key areas of growth in the SEA market.

Arcadis has been active in Malaysia for several years, and the expansion of its SEA Hub is expected to further boost its presence in the country. The firm has been involved in various projects in Malaysia, including the design and construction of the KL International Airport 2 (KLIA2), and the Penang Second Bridge.

The expansion of the SEA Hub is a significant move for Arcadis, as it aims to strengthen its position in the region and capitalize on the growing demand for sustainable and innovative solutions.

How MNCs make a difference to SMEs

MNCs, or multinational corporations, are known for their significant impact on the global economy. They often serve as a driving force in shaping the corporate landscape by introducing new technologies, innovative business practices, and global expertise. Their presence can also provide substantial benefits to SMEs, or small and medium-sized enterprises, by offering them valuable advice, services, and partnership opportunities.

MNCs are often at the forefront of technological advancements, and they bring a wealth of global experience and expertise to the table, which can help SMEs in many ways. By partnering with MNCs, SMEs can gain access to cutting-edge technologies, specialized knowledge, and strategic guidance, which can enhance their operations and help them to grow.

For example, MNCs can provide SMEs with valuable insights into international best practices, offering them a chance to learn from the experiences of larger companies. This can help SMEs improve their business processes and better compete in an increasingly global marketplace.

Moreover, MNCs can also offer SMEs financial and technical support, enabling them to expand their operations and reach new markets. This can help SMEs to grow their business and increase their competitiveness.

In addition to these benefits, MNCs can also be valuable partners in terms of providing expertise and guidance in areas such as cybersecurity, technology adoption, and corporate governance. By collaborating with MNCs, SMEs can ensure that they have access to the latest information and best practices in these areas, which can help them to protect their businesses and maintain compliance with industry standards.

Despite these numerous advantages, collaboration with MNCs is not without its challenges. SMEs need to be aware of the potential risks and ensure they have a clear understanding of the benefits and drawbacks of such partnerships.

In conclusion, MNCs play a significant role in shaping the global business landscape and offering valuable support to SMEs. By forming strategic partnerships and offering guidance, MNCs can help SMEs to grow and compete effectively in today’s highly competitive global market.

More foreign investors turning to Malaysia due to trade war

Malaysia has seen an increase in foreign investments in recent years, with many investors turning to the country due to the trade war between the United States and China. The trade war has had a significant impact on global trade, with many countries looking to Malaysia as a viable alternative to the US and China.

The Malaysian government has been actively promoting the country as a hub for foreign investment, with efforts to attract more multinational corporations. The country’s strategic location, skilled workforce, and competitive business environment are key factors in吸引ing foreign investors.

Moreover, Malaysia has a strong infrastructure and is well-connected to other countries in Asia, making it an attractive destination for foreign investors. The country has a well-developed financial sector and a robust legal framework, which are important for multinational corporations.

The trade war has also created a need for companies to diversify their supply chains, with many looking to reduce their reliance on China. Malaysia has been able to capitalize on this opportunity, with its proximity to China and the ability to offer a lower cost of living for foreign investors.

As a result, Malaysia has seen a significant increase in foreign investments, with many companies setting up operations in the country. The government has also been quick to provide incentives and support to foreign investors, with tax breaks and other benefits to encourage their continued investment.

In conclusion, the trade war between the United States and China has created a significant opportunity for Malaysia, with many foreign investors turning to the country as a viable alternative. The country’s strategic location, skilled workforce, and competitive business environment are key factors in attracting foreign investment, and the government has been quick to provide incentives and support to encourage continued investment.
SOCAR gains foothold in Southeast Asia through Greater KL

SOCAR, the energy and telecommunications company, has made a strategic move into Southeast Asia through its expansion into Kuala Lumpur. This move is part of the company's broader strategy to explore new markets and strengthen its presence in the region. The company has been actively engaged in various projects aimed at facilitating energy transitions and enhancing connectivity in the region.

Why Is Greater KL Asia’s Best Expat City?

Greater Kuala Lumpur (KL) is increasingly becoming a top choice for expats in Southeast Asia. The city offers a unique blend of cultural richness, modern infrastructure, and a thriving business environment. Expats are attracted to KL for its blend of traditional and modern elements, making it an ideal destination for those seeking a dynamic, cosmopolitan lifestyle.

Orange launches Asia Competency Centre in Kuala Lumpur to serve Asia-Pacific

Orange Business Services, a leading provider of telecommunication services to multinational enterprises, has launched its Asia Competency Centre in Kuala Lumpur. This initiative is a testament to the city's growing appeal as a hub for innovation and business development. The centre aims to support clients in the Asia-Pacific region by providing specialized technical skills and enhancing the talent pool in Malaysia.

InvestKL gains traction in East Asia

InvestKL, the investment promotion agency of the Malaysian government, continues to gain traction in East Asia. The agency has been successful in attracting investments to Malaysia, contributing to the country's economic growth. The efforts of InvestKL are part of the broader strategy to position Malaysia as a leading destination for MNCs and expatriates.

Journey to Leverage Digital Transformation

Digital transformation is a key focus area across various sectors, including education, healthcare, and business services. The pandemic has accelerated the adoption of digital technologies, enabling organizations to optimize processes, enhance productivity, and meet the growing demands of a connected world.

Creating a Sustainable Future

Sustainability is a critical aspect of modern urban development. Cities that prioritize sustainability are not only environmentally responsible but also offer a high quality of life for their residents. Strategies such as tree-planting campaigns and investment in public transport systems contribute to creating a sustainable future.

Looking Ahead: The Future of Exports

Exports are a crucial component of Malaysia's economy, providing vital income and contributing to the country's overall growth. The export sector is anticipated to experience growth, with exports likely to exceed the long-term goals set by the government. This underscores the importance of continuous investment and innovation in order to remain competitive in the global market.
FEBRUARY

To support the sustainable agenda, bicycle lanes were recently introduced in Kuala Lumpur city centre, aimed at promoting a healthier lifestyle among city folks.

‘CYCLING KUALA LUMPUR’ INITIATIVE LAUNCHED IN CONJUNCTION WITH WUF9

To support the sustainable agenda, bicycle lanes were recently introduced in Kuala Lumpur city centre, aimed at promoting a healthier lifestyle among city folks.

JANUARY

AIR LIQUIDE LAUNCHES SMART INNOVATIVE OPERATIONS CENTRE IN KL

The SIO Center located in Kuala Lumpur enables remote management of production for 18 Air Liquide units spanning eight countries across the SEA region.

GLOBAL INSURER AXA LAUNCHES SHARED SERVICES CENTRE IN GREATER KL

The new Shared Service Centre in Greater KL will become the IT hub for AXA in Asia, and later to Japan and when required, globally across the AXA Group.

INVEST MALAYSIA PANEL – INVESTKL CEO: MALAYSIA CONTINUES TO BE ATTRACTIVE INVESTMENT DESTINATION

InvestKL CEO Datuk Zainal Amanshah believes Malaysia will remain as an attractive investment destination. He emphasized on the importance of attracting high quality investments at the Invest Malaysia panel session.

MARCH

KL CHIEF POLICE OFFICER EXCLUSIVE BREAKFAST DIALOGUE WITH AMBASSADORS

More than 50 representatives from the Foreign Embassies and Chambers, government stakeholders, and the Kuala Lumpur police force attended at the interactive dialogue session with the Kuala Lumpur Chief Police Officer to discuss the vision for KL to be a safe and secure city.

IMPACTING MALAYSIAN LIVES – ANNUAL MINISTERIAL NETWORKING

More than 1,000 guests from multinationals, foreign embassies, government, stakeholders and universities visited the innovation showcase featuring 20 selected InvestKL MNCs. The event also saw the launch of the Malaysia Global Talent (MGT) programme by InvestKL and TalentCorp (supported by Ministry of Higher Education) to produce future Malaysian global corporate leaders.

INVESTKL held the first Malaysia Global Talent (MGT) Roundtable with MoE, TalentCorp and universities to create more future global leaders in Malaysia.

RAISING GREATER KL’S PROFILE

High Impact Engagements in 2018
InvestKL Merdeka Dinner 2018 was an opportunity for young Malaysian talents and MNC guests to network with the Malaysian government and exchange perspectives on making Kuala Lumpur greater.

**MERDEKA DINNER 2018**
September

KL Mayor's track panel session moderated by InvestKL Chairman, Datuk Seri Michael Yam on ‘Best Practices of Smart Sustainable Cities towards A Vibrant Green Economy and Industry 4.0 in Cities.

**WORLD ENERGY CITIES PARTNERSHIP (WECP) FORUM**
October

InvestKL organized a visit to United Imaging HQ in Shanghai with MITI Minister Datuk Darel Leiking. United Imaging Healthcare develops and produces advanced medical products in imaging diagnosis and treatment and offers innovative medical IT solutions.

**UNITED IMAGING VISIT IN SHANGHAI WITH MITI MINISTER**
November

InvestKL team partnered with Honeywell to host Members of Parliament (MPs) at Bangsar South, Kerinchi today. They were briefed on InvestKL’s background, Honeywell’s initiatives and the subsequent impact to Malaysians.

**INVESTKL AND HONEYWELL HOSTS MEMBERS OF PARLIAMENT VISIT**

InvestKL team partnered with Honeywell to host Members of Parliament (MPs) at Bangsar South, Kerinchi today. They were briefed on InvestKL’s background, Honeywell’s initiatives and the subsequent impact to Malaysians.

**DIMENSION DATA HYBRID CLOUD LAUNCH**

Dimension Data moves up the value chain with enterprise-grade hybrid cloud platform launch.

**EXTERNAL INVESTKL LUNCHEON WITH MITI MINISTER YB DATUK DARELL LEIKING IN SINGAPORE**
August

InvestKL hosted an exclusive luncheon with the MITI Malaysia Minister Datuk Darel Leiking in Singapore. The luncheon was attended by 25 guests, comprising of InvestKL partners and MNCs.