



China's investment in Malaysia: Perceptions, Issues and Prescriptions

Socio-Economic Research Centre (SERC)

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Executive summary

In recent years, China being the world's third largest recipient of foreign direct investment (FDI), has increased its outward direct investment (ODI) in tandem with its opening up policy and "Going out" strategy to spur China's economic and investment integration with the world. The wave of Chinese outward investment flourishing further to the next level, spurred by President Xi Jinping's Belt and Road Initiative (BRI) launched in September – October 2013.

China's outward investment, including those destined for countries along the Belt and Road was concentrated in Asia, Africa and Latin America. In 2013-16, China's ODI grew by an average annual growth of 14.2%, expanding from US\$107.3 billion in 2013 to US\$183.1 billion in 2016.

Malaysia, too, is a recipient of China's outward investment, which saw its investment flows coming onto our shore, rising steadily from RM920 million or 0.9% of Malaysia's FDI flows in 2010 to RM6.2 billion or 9.0% in 1H2017. Correspondingly, China's share of Malaysia's FDI stocks also risen from 0.3% in 2010 to 2.6% at end-June 2017, translating into accumulated FDI outstanding of RM14.5 billion as at end-June 2017 as against RM1.09 billion at end-2010. China's investment covered a broad spectrum of sectors, including public transportation, port, manufacturing (steel, solar power, textile, electronics and electrical products), industrial park, real estate, construction and energy.

While China's increasing investment flows into Malaysia is a welcome development, there is little known about how the Malaysian businesses view the present of Chinese investments as well as their continued interests to commit more new investments in Malaysia. To some extent, China's investment in Malaysia may lead to threat perceptions among the host country's stakeholders and fuel debates on whether and how to "synergise" and strike a "win-win" cooperation and partnership with Chinese investors.

This survey attempts to fill the gap by gauging Malaysian companies' opinions and inspirations as well as challenges faced when dealing with Chinese investors, focusing on the following dimensions: i) the aspirations (future prospects) of Malaysian companies when dealing with China investors; ii) the perceived benefits for domestic players; iii) the level of competition and threats faced; and iv) the level of facilitation and support services rendered by the Government and chambers to engage with Chinese investors.

A combination of quantitative (survey) and qualitative methods (face-to-face interviews) on random sampling were used to gauge respondents' opinions and feelings. A total of 1,000 questionnaires were distributed to constituent members of The National Chamber of Commerce and Industry Malaysia (NCCIM) and The Associated Chinese Chambers of Commerce and Industry of Malaysia (ACCCIM). We garnered a response rate of 15.3% or 153 copies.

Key findings of the survey are as follows:

- Malaysia's business community indicated **high intention to have a China's business partner (CBP)** in a wide variety of industries, namely property, trading, infrastructure-related and services.
- **Market access** was cited as the most important benefit derived from having a China business partner on board. This followed by **getting competitive pricing for raw materials** ranked as the second important benefit. The feedback from experienced businessmen indicated that capital injection was the least important benefit.
- **21% of respondents do have plan to engage with China's business partners.** 43% of respondents cited small scale of business operations discouraged them to have business tie-up with Chinese investors. A large number of respondents (57%) indicated that looking for better investment prospects in both domestic and overseas markets motivated Malaysian businesses to engage business partners from China.
- **Half of respondents have mixed perceptions** about the impact of China's investment on Malaysia. It is reckoned that Malaysia's infrastructure capacity and connectivity would be substantially enhanced, and hence facilitates the expansion of trade and investment flows either in Malaysia or China. Nevertheless, 41% of respondents opined that China's investment will pose a threat to local businesses via raising the competition bar and 22% foresees a "crowding out" effect on domestic SMEs in terms of sourcing raw materials.
- The current status of China's investment in Malaysia is considered as an **important contributor to Malaysia's economic and industrial development**, as indicated by 37% of respondent. They are of the view that China's investment contribution will be similar to that of Japan between 1998 and 2003. China's investment will assist Malaysia moving towards achieving a developed country status.
- **Kuala Lumpur-Singapore High-Speed Rail (HSR) and ports development** were rated by 47% and 40% of respondents respectively as "very important" investments from China in Malaysia. These projects are not only expected to generate positive economic multiplier effects on local economy and but also enhance our transportation modes capacity via land and sea links to spur more trade and services demand.
- The survey results indicated **an incipient sign of overinvestment of China's property developers** in property development in Johor Bahru. In contrast, China's property investment in Klang Valley, Penang and Melaka was viewed as appropriate.
- Overall, respondents were pleased with the level of facilitation and support services rendered by the chambers to promote bilateral relationships between Malaysian and Chinese investors. The respondents rated chambers as playing a **"very supportive"** role relative to the Government and agencies in engaging

with China's investors. While nearly 50% of respondents opinioned that there are adequate number of association (s) or organisation (s) to promote China's investment in Malaysia, Socio-Economic Research Centre (SERC) is of the view that these associations and organizations should enhance mutual cooperation and collaborations to become effective facilitators to domestic SMEs in dealing with Chinese investors.

- As expected, **ACCCIM is recognized as a “very effective” chamber** in driving the promotion of bilateral Malaysia-China's investment compared to NCCIM and MCCC.
- Businesses reported that they are benefitting more from chamber's initiated business matching events compared to that of the government agencies. **About 52% of respondents indicated that they never participated in the Government's business matching events due to the lack of awareness.** This underscores the need for better and effective coordination efforts between the agencies and chambers to enhance the participation rate and the success rate of business matching deals.
- About **57% of respondents agreed the Government should consolidate all relevant agencies into single unit agency** dedicated to facilitate and promote China's investment in Malaysia.
- To strike a win-win deal with China's investment in Malaysia, respondents are of the view that **the pursuing of strategic tie-up with local SMEs should be given the top priority initiative** by the Government, followed by the purchase of more commodities from Malaysia and the implementation of domestic procurement policy in relation to China's contracted projects in Malaysia.

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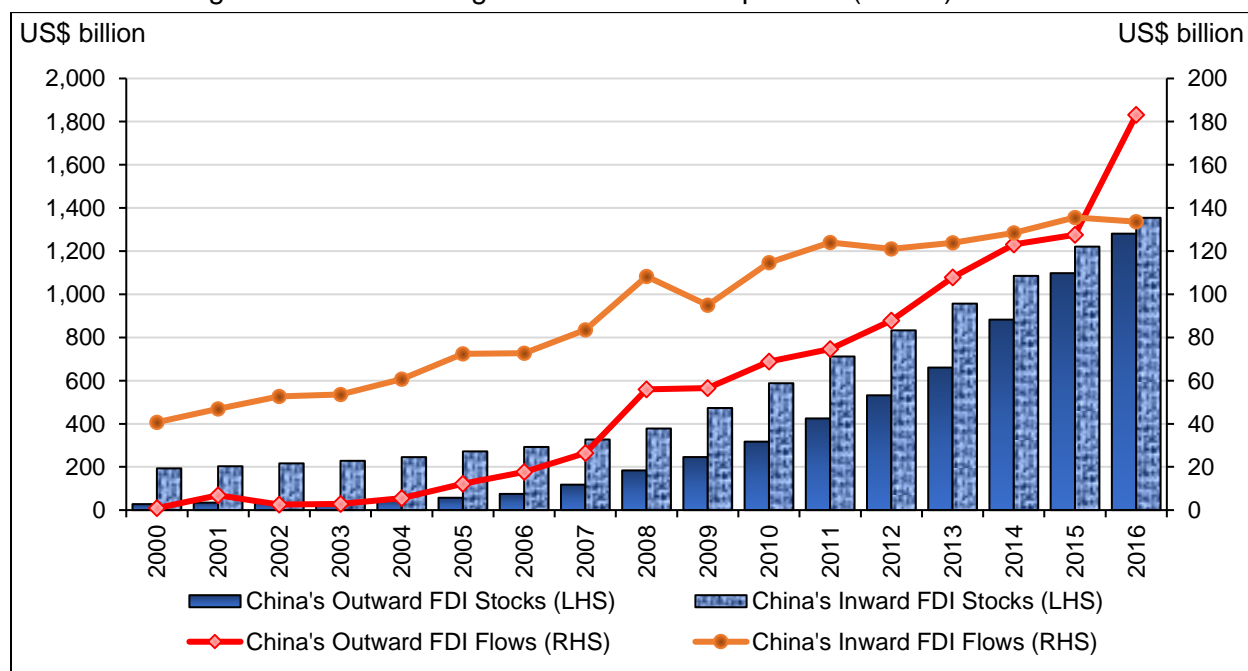
1.0 China's dominant role as an exporter of capital

China is a dominant player in global capital flows as the Beijing authorities hastened its opening up policy and “Go out” strategy to integrate with the world, spreading across Asia, Africa and Latin America and Europe. The launching of One Belt and One Road (OBOR) vision by China's President Xi Jinping in September-October 2013, is aimed at facilitating and encouraging countries along the routes to achieve economic policy coordination, develop the public infrastructure (rails, ports and roads) and improve the connectivity links to deepen global and regional integration of markets.

China's Belt and Road initiative (BRI) has further spurred the wave of China's outbound investment into the region. China's dominance is not only ranked as the world's third largest recipient of foreign direct investment (FDI), absorbing 7.7% of the world's FDI flows but also the second largest exporter of capital to the rest of world, contributing 12.6% of the world's outward investment in 2016.

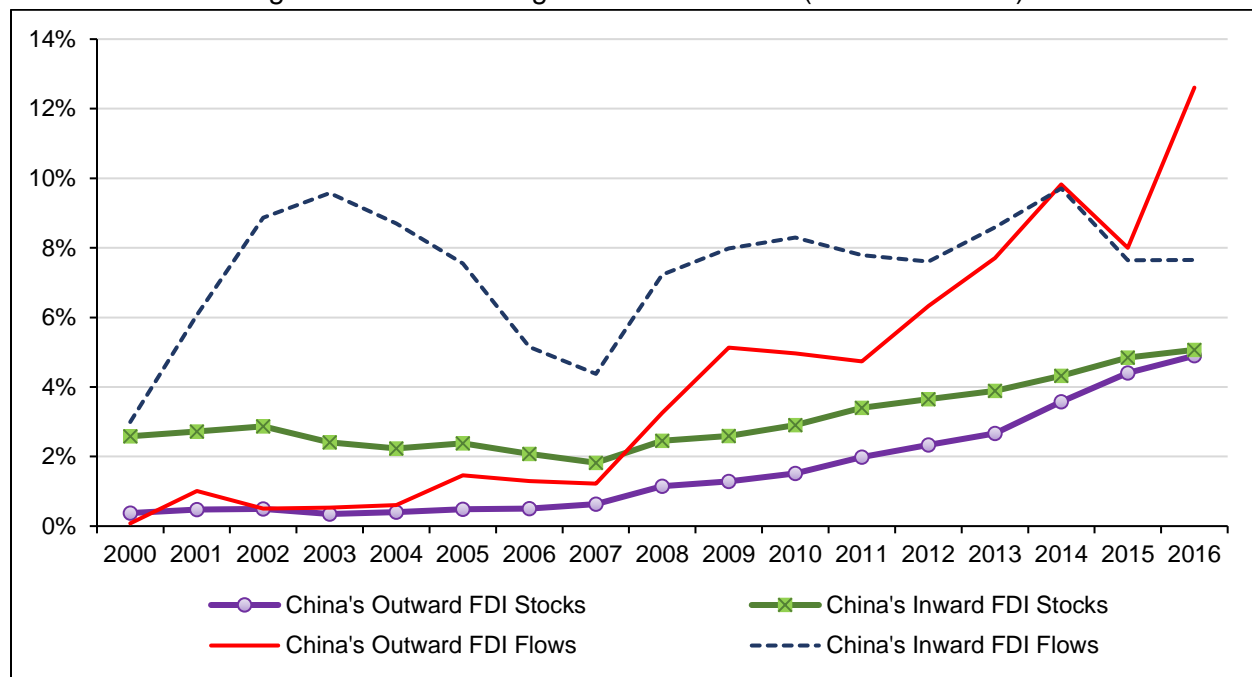
In 2015, China's outward direct investment (ODI) had surpassed US\$100 billion mark to hit US\$127.6 billion and continued to scale a record high of US\$183.1 billion in 2016, contributing 12.6% of world's ODI (Figure 1). It is now the world's sixth largest exporter of capital in terms of ODI stock (US\$1.3 trillion at end-2016 or 4.8% of world's ODI stock). Notably, BRI has been instrumental in driving the growth of China's ODI flows and stock, growing by 19.3% pa and 24.7% pa respectively since 2013. This pace of growth was far higher than that of global of 1.2% and 1.8% respectively for the same period.

Figure 1: China's foreign direct investment position (stocks) and flows



Source: UNCTAD

Figure 2: China's foreign direct investment (% share of total)



Source: UNCTAD

In a globalized environment, freer capital mobility is seen as an important source of foreign capital to augment the savings-investment gap of a host country in facilitating the economic and industrial development as well as the formation of capital stock. Like other sources of FDI, Chinese FDI would help advancing the economic and industrial development of the recipient nations in terms of technology transfer, widen market accessibility, harnessing investment opportunities, supporting domestic industries, creating jobs, improve the socio-economic aspects, including purchasing power of the locals.

While China's investment is welcomed to the host countries, there have been negative perceptions and concerns about Chinese investors' dominant presence in local economy. Some have argued that overly dependence on China's investment may put a country at risk if China's economy gets into trouble. The fears and threat perceptions also associated with somewhat low level of economic linkages with domestic players, especially SMEs in the sourcing of raw materials and employment creation. The fact is that BRI is seen as a mean to help exporting China's surplus capacity to countries participating in BRI as the BRI projects were largely undertaken by Chinese contractors though some were sub-contracted to local players.

Besides economic concerns, BRI is seen as a tool to strengthen China's geo-political influences regionally and globally. China's assertiveness over some current territorial and sovereign issues such as South China Sea and Doklam Plateau have caught many countries in dilemma as to the future of cooperation and collaboration under BRI.

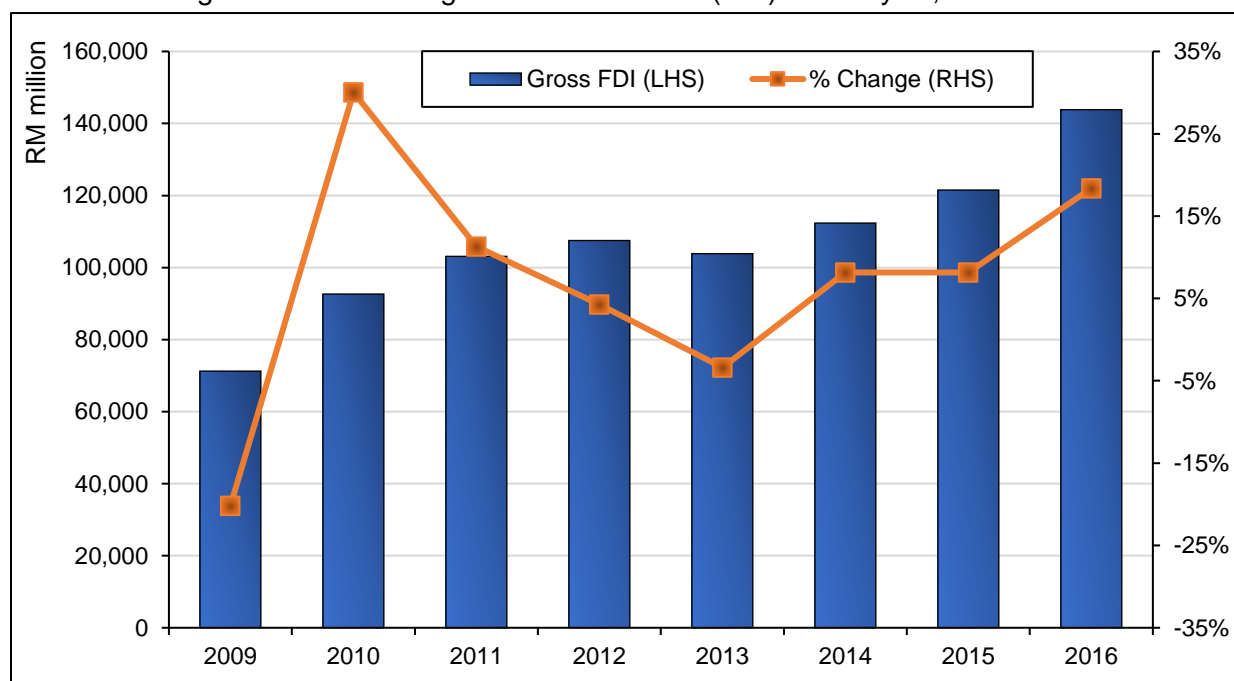
2.0 The trend of foreign direct investment (FDI) in Malaysia

2.1 Malaysia's FDI trend at a glance

Post 2008-09 Global Financial Crisis (GFC), Malaysia's gross FDI increased by 9.2% pa from RM71.3 billion in 2009 to RM143.8 billion in 2016 (Figure 3). From 2011 onwards, the value of gross FDI has consistently surpassed RM100.0 billion mark yearly, hitting a record high of RM143.8 billion in 2016. This indicates that Malaysia still remains an attractive foreign investment destination.

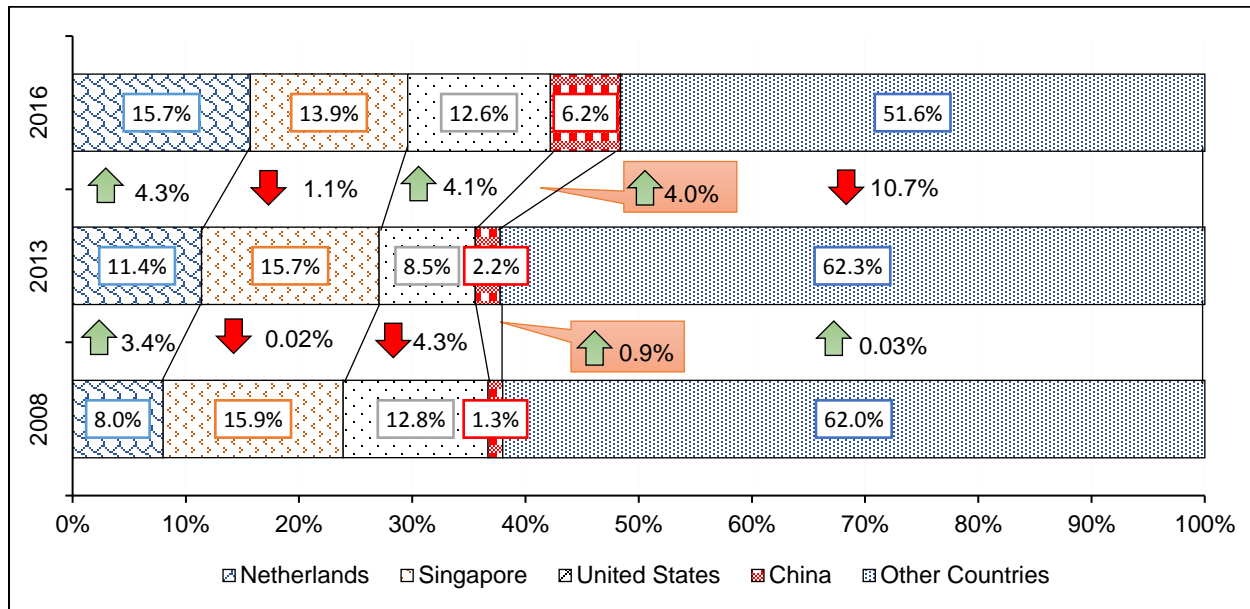
The sources of foreign investment are well diversified in terms of geographical. Singapore, Netherlands and the United States continued to sustain their position as Malaysia's major foreign investors. In 2016, they contributed nearly 45% of Malaysia's gross FDI. The share of Chinese investment has risen steadily from 1.3% in 2008 to 6.2% in 2016, indicating that Chinese investors have gradually ramped up their investment in Malaysia.

Figure 3: Gross foreign direct investment (FDI) in Malaysia, 2009-2016



Source: Bank Negara Malaysia (BNM)

Figure 4: Share of gross foreign direct investment (FDI) in Malaysia



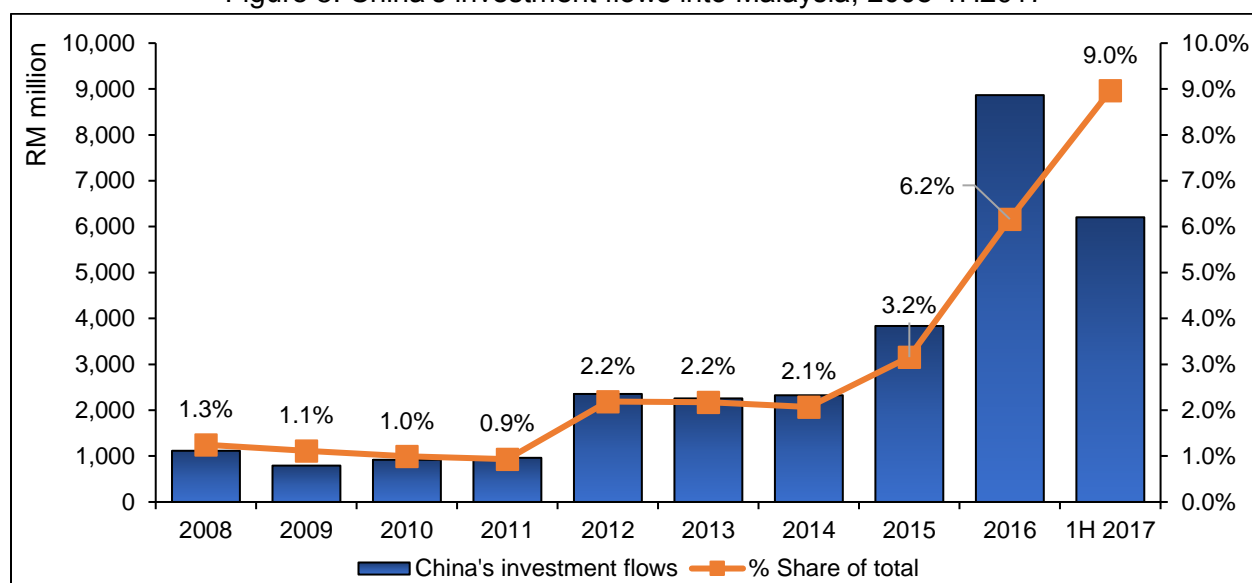
Source: BNM

2.2 China's investment in Malaysia: Trend and pattern

Malaysia is a recipient of China's outbound investment, which has been increasingly steadily in recent years, coinciding with China's "Go out" strategy and the acceleration of BRI, which spurred higher Chinese investors' interest in Malaysia. Malaysia has actively targeting China as an important alternative source of FDI outside the traditional sources of foreign investment (mainly Japan, the United States, Europe and Singapore). This proactive approach is understandable given the strategic connectivity and relationship between Malaysia-China both historical and cultural similarities. We witness a shift in the trends and patterns of Chinese investment flows and stocks in Malaysia.

In terms of investment flows, China's investment value, which had registered an average amount of RM941 million per year (0.9%-1.0% share of Malaysia's total investment flows) between 2010-2011, paced at a faster rate to average RM3.9 billion per annum (2.1%-6.2% share) in 2012-2016 (Figure 5). In the first half-year of 2017, total inflows amounted to RM6.2 billion or 9.0% of Malaysia's total investment flows.

Figure 5: China's investment flows into Malaysia, 2008-1H2017

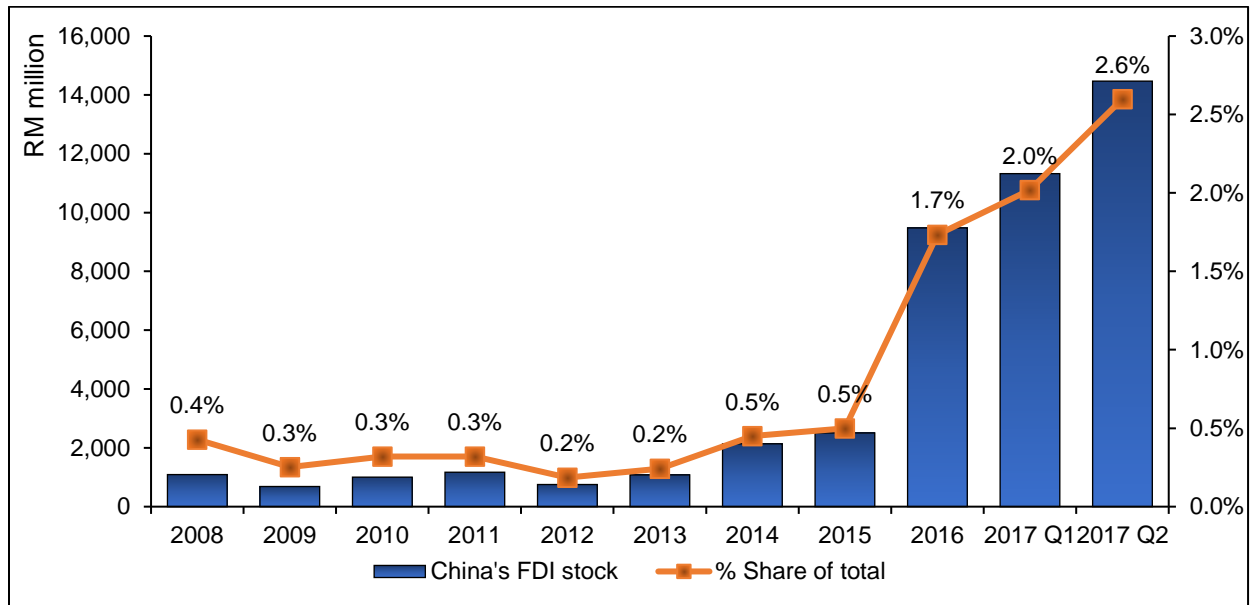


Source: BNM

Correspondingly, a similar trend was observed in China's FDI stocks in Malaysia. From not so significant amount, with China's FDI stocks in Malaysia ranging between RM685 million and RM1.1 billion in 2008-2013 (Figure 6), it almost double to RM2.1 billion at end-2014. The rise in China's FDI stocks jumped exponentially by 250% to RM9.5 billion at end-2016 from RM2.5 billion at end-2015, largely boosted by the purchase of 1MDB's energy assets in Edra Global Energy Bhd for RM9.8 billion by state-owned China General Nuclear Power Corp as well as investment in real estate projects. As at end-June 2017, China's FDI stocks scaled a record high of RM14.5 billion or 2.6% of Malaysia's FDI stock. This marks an improvement from between 0.2% and 0.4% share during the period 2008-2012.

By sources of FDI, China was ranked as the fourth largest foreign investor in Malaysia in terms of investment flows (a share of 9.0%) and 10th largest foreign investor in terms of FDI stock (a share of 2.6%).

Figure 6: China's foreign direct investment stocks in Malaysia, 2008-2017Q2



Source: BNM

Table 1: Foreign direct investment, position by block of countries in Malaysia

Rank	Country	RM million (2Q2017)	% of Share	Rank	Country	RM million (2Q2017)	% of Share
1	Singapore	117,890	21.2	11	Bermuda	14,046	2.5
2	Japan	69,113	12.4	12	Korea	12,293	2.2
3	Hong Kong	45,009	8.1	13	Australia	7,402	1.3
4	Netherlands	44,239	7.9	14	France	6,255	1.1
5	United States	35,996	6.5	15	Taipei	3,981	0.7
6	Switzerland	26,866	4.8	16	Cayman Islands	3,526	0.6
7	Germany	22,478	4.0	17	Denmark	3,339	0.6
8	United Kingdom	22,462	4.0	18	Thailand	766	0.1
9	Virgin Islands	20,395	3.7	Other countries		86,148	15.5
10	China	14,467	2.6	Total		556,670	100.0

Source: BNM

2.3 China's investment focus is broadening and strategic in nature

More specifically, China has begun to invest aggressively in Malaysia since 2011 following the enhanced bilateral ties between Malaysia and China. China's approved manufacturing projects in Malaysia had expanded rapidly by 77.6% pa to a cumulative capital investment of RM2.6 billion in 2001-07 from RM1.0 billion in 1990-2000 (Figure 7). Total approved investment rose further by 16.7% pa to RM11.8 billion in 2008-2016. In 2016, China was Malaysia's top largest foreign investor with a total approved investment of RM4.8 billion, commanding a 17.3% share of total foreign investment, a sixty-fold increase from 0.2% in 2000. In 1H 2017, total approved investment declined to RM65.4 billion compared with RM91.2 billion for the same period a year ago.

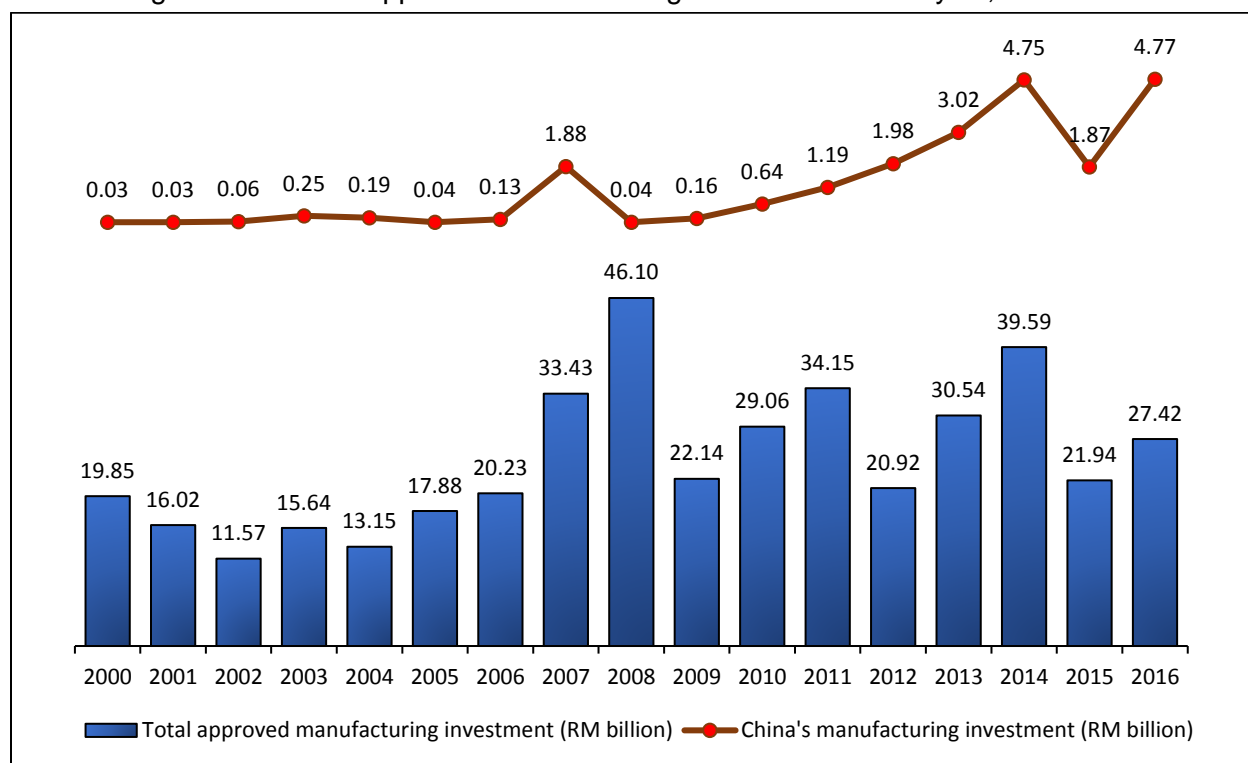
Chinese companies' investments have diversified and became more broad-based over the decades. In 1990s, the investments were concentrated in resource-based industries such as rubber products and food manufacturing, they are now in chemicals and chemical products, machinery and equipment, plastic products, wood and wood products, basic metal products, electronics and electrical products and non-metallic mineral products.

In tandem with an advent shift in China's outward FDI strategy globally, we are now seeing a lot of China's investors pouring money in Malaysia's real estate, construction, consumer and retail, manufacturing oil and gas.

Between 2000 and 2016, the industries that garnered large investment were basic metal products (RM6.3 billion or 45.3% of total), electronics & electrical products (RM4.7 billion or 33.6% of total), and non-metallic mineral products (RM1.4 billion or 10.1%) (Figure 8).

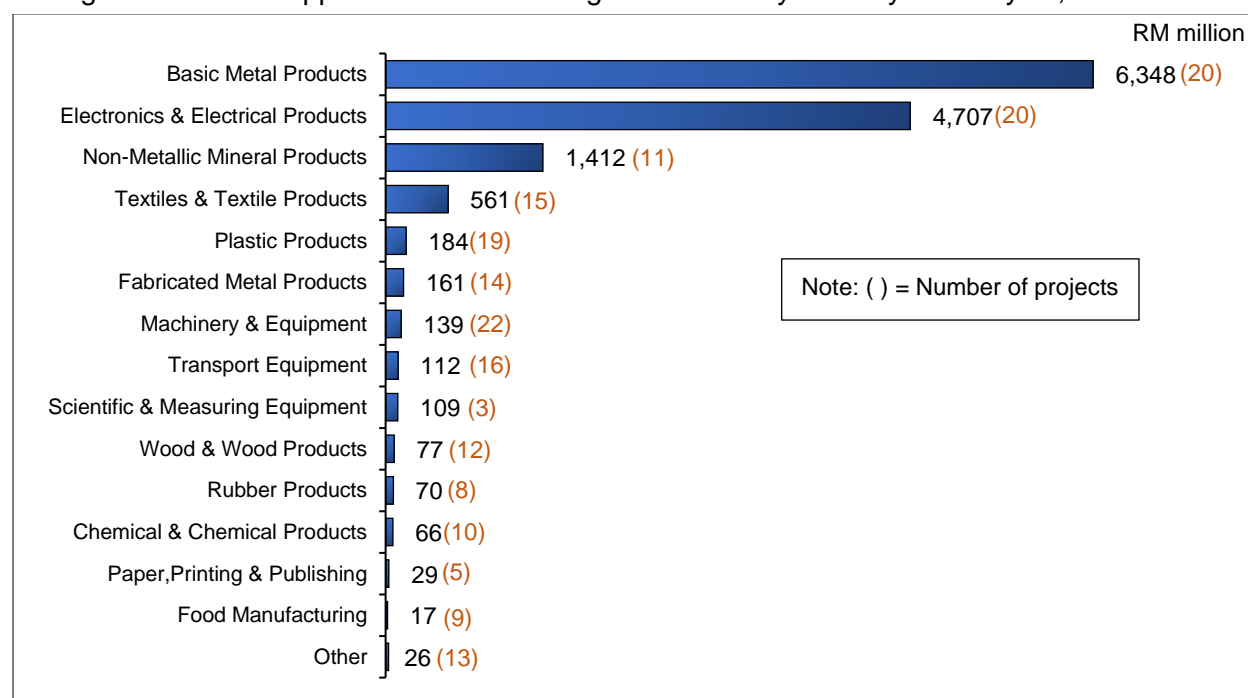
The overall implementation rate of China's manufacturing investment in Malaysia was above 50% between 2002 and 2016 (Figure 9). Prior to 2010, China's manufacturing investment value was extremely low (below RM500 million) even though the implementation rate was high. Thereafter, the value of China's manufacturing investment implemented increased by 65.1% pa from RM82 million in 2010 to RM2.7 billion in 2016. The rise in investment value was significant at RM4.7 billion in 2014 following the implementation of BRI.

Figure 7: Value of approved manufacturing investment in Malaysia, 2000-2016



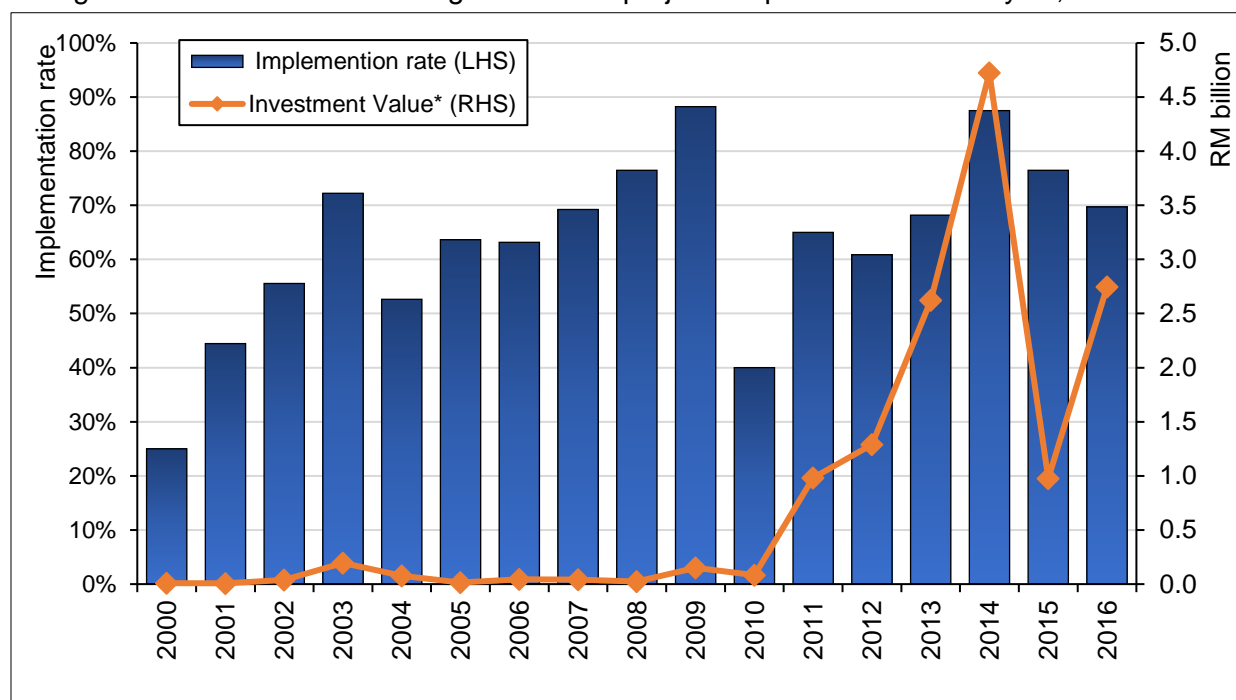
Source: Malaysian Investment Development Authority (MIDA)

Figure 8: China's approved manufacturing investment by industry in Malaysia, 2000-2016



Source: MIDA

Figure 9: China's manufacturing investment projects implemented in Malaysia, 2000-2016



Note: * = Investment value regarding to implemented project

Source: MIDA

2.4 Positive investment prospects for Malaysia

The Chinese authorities' policy initiatives and BRI will continue to drive bigger wave of China's overseas investment in Asia-Pacific region in the years ahead. We definitely see increasing trends of Chinese capital, business engagements as well as M&A activities in Malaysia as Chinese capital continues to seek strategic investment opportunities abroad and also entrenches its developmental role in global economic, financial and industrial landscape.

Blessed with its strategic location at the centre of Southeast Asia, Malaysia policy makers should enhance as well as further streamline the foreign investment policy to facilitate business networks and strategic alliances between Malaysian companies, including the Government-linked companies with Chinese companies and state-owned enterprises.

It is of outmost importance that both Malaysia and China must continue to forge as well as enhance mutual benefits in the pursuit of collaboration and joint-partnership investment projects in Malaysia.

3.0 Why are we conducting the survey?

Clearly, the influx of Chinese investment boasts good business and investment opportunities for Malaysian companies to get into the game of trade as well as business expansion and diversification. But, there also lies challenges for our domestic players to deal with the forces of competition.

As infrastructure and connectivity-related projects top the list of BRI, China's mega investments located in Malaysia are the East Coast Rail Line (ECRL), Melaka gateway, and the anticipated Bandar Malaysia and Kuala Lumpur-Singapore High-Speed Rail (HSR).

While China's increasing investment flows into Malaysia is a welcome development, there is little known about how the Malaysian businesses view the presence of Chinese investments as well as their continued interests to commit more new investments in Malaysia. To some extent, China's investment in Malaysia may lead to "threat" perceptions among the host country's stakeholders and fuel debates on whether and how to "synergise" and strike a "win-win" cooperation and partnership with Chinese investors.

3.1 Objectives of survey

In order to have a better perspective about the overall implications of Chinese investors' presence on Malaysia, we have launched a random sampling survey among the constituent members of ACCCIM and NCCIM to gauge Malaysian companies' opinions and feedback on their perceptions, impacts and challenges faced with increasing participation of Chinese investors in Malaysia. The survey's results and policy recommendations will be presented in the following sections.

This survey attempts to fill the gap by gauging Malaysian companies' opinions and inspirations as well as challenges faced when dealing with China's investors, focusing on the following dimensions: i) the aspirations (future prospects) of Malaysian companies when dealing with China's investors; ii) the perceived benefits for domestic players; iii) the level of competition and threats faced; and iv) the level of facilitation and support services rendered by the Government and chambers to engage with China's investors.

3.2 Survey approach and methodology

The survey data was collected using both quantitative and qualitative methods. Quantitative data collection was done through questionnaire-based survey while the qualitative is conducted through “face to face” interviews. The structured questionnaire consists multiple-choice questions covering the following sections:

- (A) Business opportunities and outlook
- (B) Implications of China’s investment on Malaysia
- (C) Responsibilities of the Government and chambers

The questionnaires, available in 3 different languages, i.e. English, Chinese and Bahasa Melayu (Malay version), were dispatched and distributed through National Chamber of Commerce and Industry of Malaysia (NCCIM), and The Associated Chinese Chambers of Commerce and Industry of Malaysia (ACCCIM) which has 17 Constituent Members located in 13 states. Respondents can also opted to response electronically through the google survey forms. A total of 135 completed questionnaires were received out of 1,000 forms being dispatched, generating a response rate of about 15.3%.

For qualitative method, face-to-face interviews were conducted with selected 20 Malaysian business owners of differing business size across various industry. These sample respondents comprised business owners who are either already engaged with Chinese business partner(s) or yet to have any dealings with China. These interviews were intended to delve deeper into the issues of interest. The duration of each interview could range from 30 to 45 minutes, using a semi-structured questionnaire. The sharing of interviewers’ experiences of encountering with Chinese investors in business dealing, including information would serve as a check and validation to support the survey’s results. The breakdown of the face-to-face interviews conducted were as below:

Table 2: Number of interviewees by industry

Industry	Number of interviewees
Manufacturing	3
Trading	5
Logistics	1
Hotel	4
Services	4
Property	3

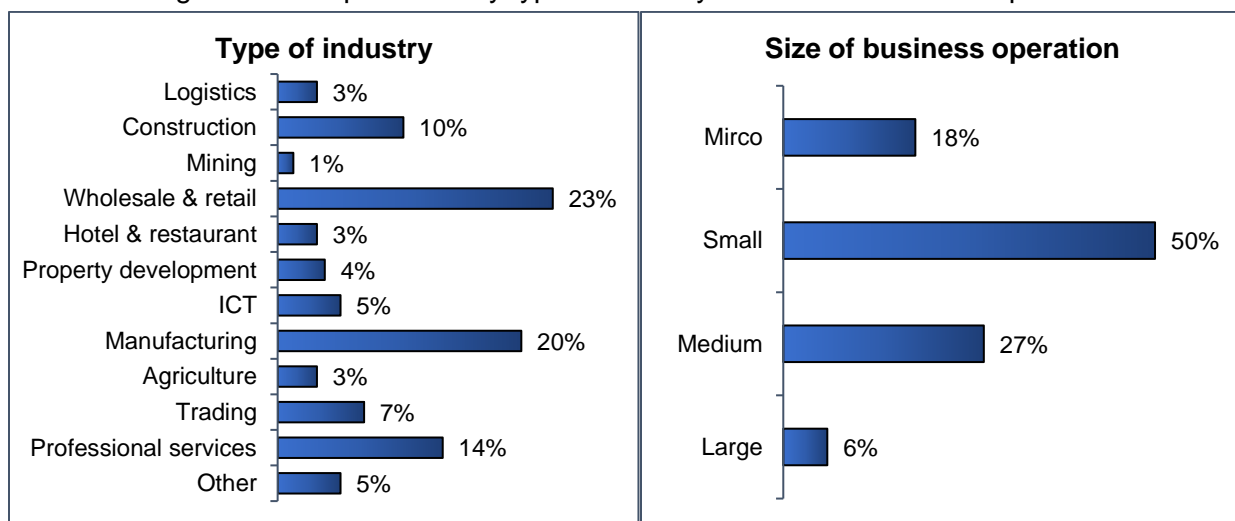
Source: SERC

3.3 Demographic profile of respondents

The respondents covered a cross-section of business sectors: wholesale & retail (23%), manufacturing (20%), professional services (14%) and construction (10%). Small and medium-sized enterprises (SMEs) represented almost 95% of the total sample. The breakdown of micro, small and medium enterprises was 18%:50%:27%. Large entrepreneurs made up 6% of the sample.

By state, companies located in Kedah made up 21.6% of total, followed by Selangor/Kuala Lumpur (15.7%), Melaka (15%), Johor (15%), Perak (6.5%) and other states (9.3%). Nearly 17% of respondents did not state their location.

Figure 10: Respondents by type of industry and size of business operation

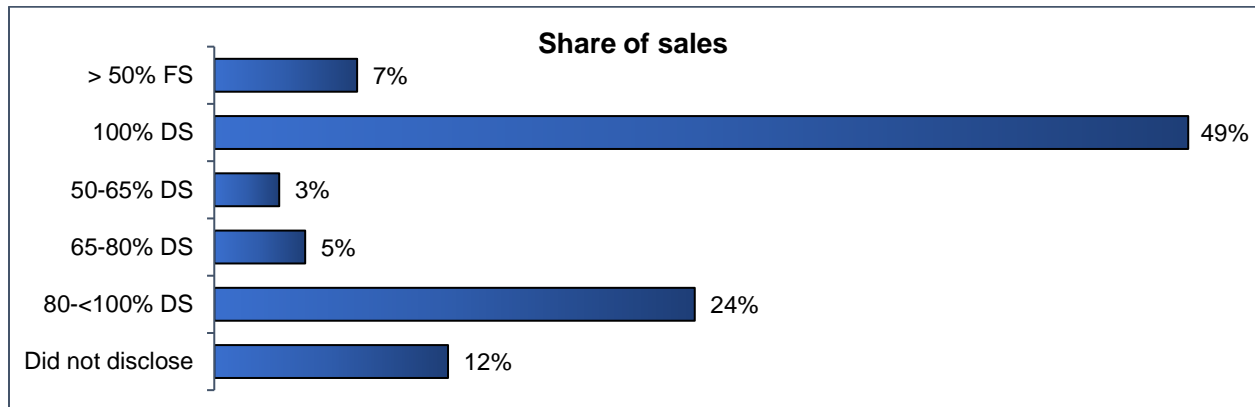


Source: SERC

In term of share of sales, about 63% of respondents are 100% dependent on local market. Less than 10% of respondents have 50% of sales generated from overseas markets while only 8% of respondents have a mixed domestic-foreign sale. About 12% of respondents did not disclose the sources of sales.

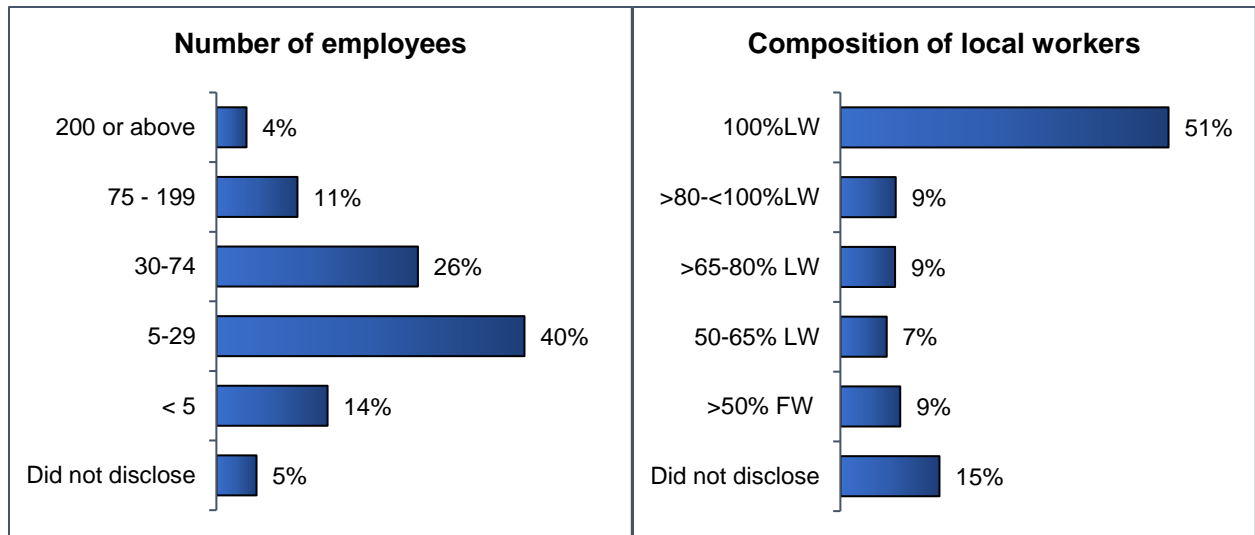
In term of number of employees, only 4% of total respondents having 200 or more employees; 10% having 75 to 199 employees; 26% with 30 to 74 employees, and 40% of them having between 5 to 29 workers. Only 14% of respondents are currently employing less than 5 employees. About 51% of those surveyed employing Malaysian workers while nearly a quarter are relying on both local and foreign workers. Less than 10% of employers are having more than 50% foreign workers in their workforce. In terms of company structure, non-Bumiputera status made up 82.4% of total respondents.

Figure 11: Respondents by share of sales



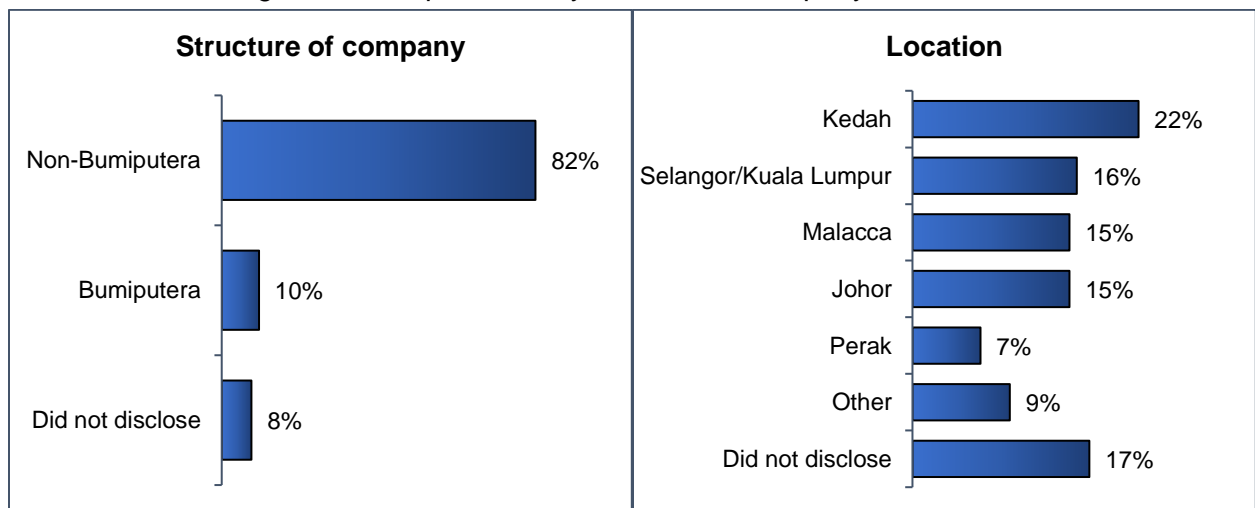
Source: SERC

Figure 12: Respondents by number of employees and share of local employees



Source: SERC

Figure 13: Respondents by structure of company and location



Source: SERC

4.0 Analysis of survey's results

4.1 Business opportunities and outlook

(a) Business relationship between Malaysian and China companies

- Only 21% of respondents currently have Chinese business partners (CBP), and one-third of their business sales are 100% domestic-market oriented.
- 44% of respondents currently do not have any CBP, but they have indicated intentions to explore opportunities tie-up with CBP. This is not unexpected because almost half of them have already ventured into foreign markets. It is also a natural progression for the other half of respondents, which currently have 100% domestic-market oriented to consider venturing abroad given the small domestic market.
- Nearly one-third of respondents revealed that they have no plans whatsoever to engage with a CBP. The majority of them are domestic-oriented companies, and almost 70% are micro and small businesses. It is possibly due to improper timing or they are not ready to explore as their businesses are in an early start-up stage.
- During the face-to-face interview sessions, we found that the length of business relationship with CBP varies among the type of industries. For some of traders/manufacturers, they have been maintaining the partnership for past 15 years while some have just started to build the relationship past 2 to 3 years. Normally, their CBP are mainly from developed provinces such as Guangzhou, Shanghai, Zhejiang province and southern regions.

Table 3: China's business partner for Malaysia's business

Do you have a CBP?	100% DS	50-100%DS	>50% FS	DNS	Total
Yes	7%	5%	2%	7%	21%
No, but plan to have/to explore	22%	18%	2%	3%	44%
No plans to engage with CBP	18%	9%	3%	2%	32%
DNS*	3%	0%	0%	1%	3%

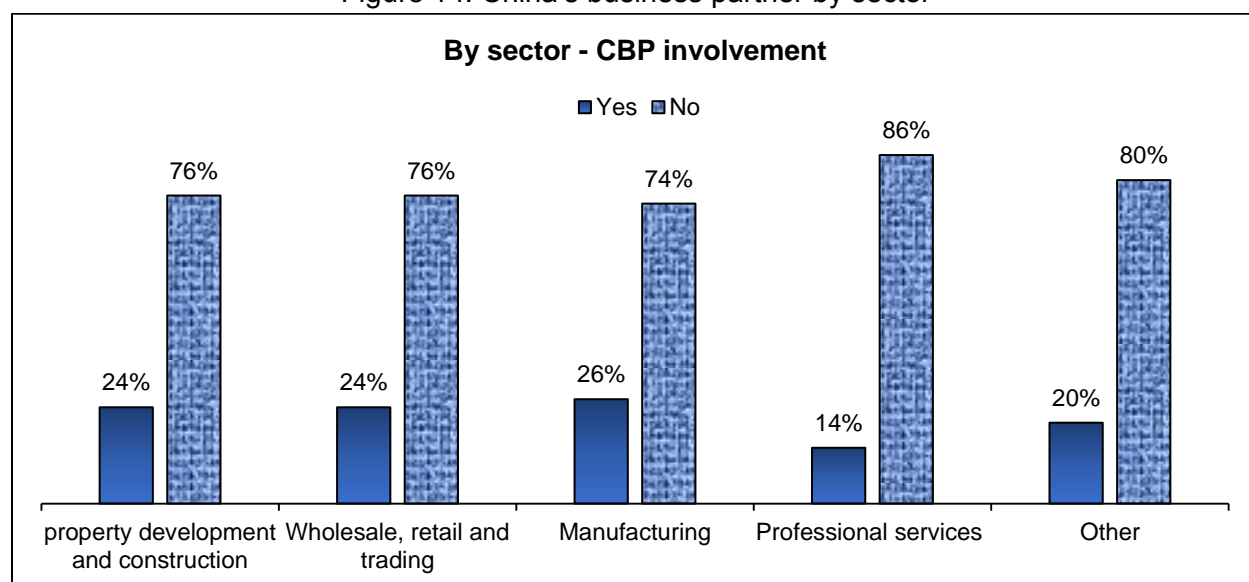
Note: DS = Domestic Sales, FS= Foreign Sales, DNS = Did not answer

Source: SERC

(b) Level of CBP's involvement by sector in Malaysia

- Professional services sector recorded a significantly low level of CBP's involvement as indicated by 14% of respondents (Figure 14).
- We use a net basis, which measures the percentage of difference between "Plan to explore" and "No plan to explore" to gauge the overall level of Malaysian businesses' interest to have a CBP in Malaysia. We found that wholesale, retail and trading sectors have indicated strong interest (33%) to get a Chinese business partner compared to property development, manufacturing and professional services.
- For other sectors (hotel & restaurant, agriculture and etc.), the businesses have less tendency of seeking CBP (-24%), possibly due to Chinese business partner lacks the expertise, knowledge and technology know-how compared to other countries.

Figure 14: China's business partner by sector



Source: SERC

Table 4: Level of interest to engage China's business partner by sector

By sector	No, but plan to explore	No plan to engage	Net*	Level of interest
Property development & construction	43%	33%	10%	Interest
Wholesale, retail & trading	55%	21%	33%	Strong interest
Manufacturing	42%	32%	10%	Interest
Professional services	52%	34%	17%	Interest
Other	28%	52%	-24%	Low interest

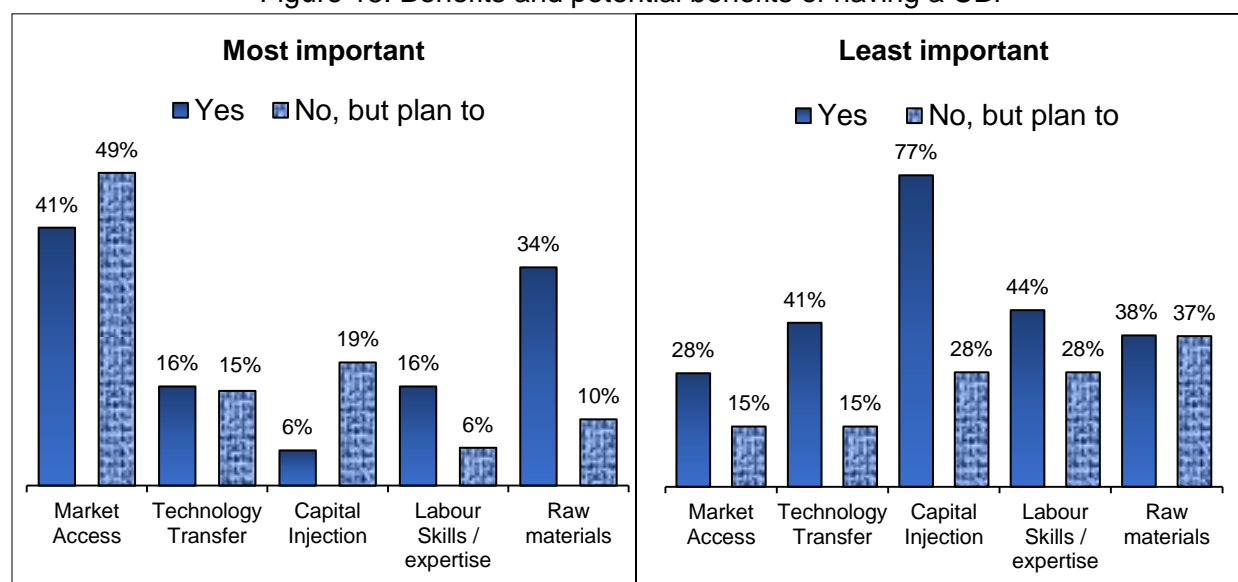
Note: *Net = "No, but plan to explore" – "No plan to engage"

Source: SERC

(c) Benefits and potential benefits to have a CBP

- Respondents were asked to rank the benefits or major reasons of having CBP in their businesses. We found that there are some similarities and differences in their expectations for those already have CBP and those who plan to have CBP.
- Both groups ranked market access as being the most important benefit derived from having CBP as illustrated in Figure 15.
- Based on interviewees' experiences, they revealed that the importance of building the business relationship or "Quanxi" with the Chinese counterparts. This is because of Chinese businesses are well positioned as the market leader in the arena of international trades. Hence, by partnering with them, Malaysian companies not only have access to the huge market opportunities in China, but the business affiliation creates a channel to tap onto the international market in the long term. The business owners indicated that the company performance has gradually improved at an early development stage whilst the increasing sales help to maximize the production capacities.

Figure 15: Benefits and potential benefits of having a CBP



Source: SERC

- Our on-field respondents mentioned that CBP offers competitive pricing for the sourcing of raw materials and finished goods. The cost offered by China's companies are relatively cheaper when compared to other developed countries. For traders and manufacturers, they can get value for money products with reasonable selling prices, i.e. equivalent quality being offered at a much lower price. To the companies, compromising on slight inferior quality can sometimes be compensated with reasonable shelf life and lower prices. With savings from production cost, the company's cash reserves can re-channelled for new products development.

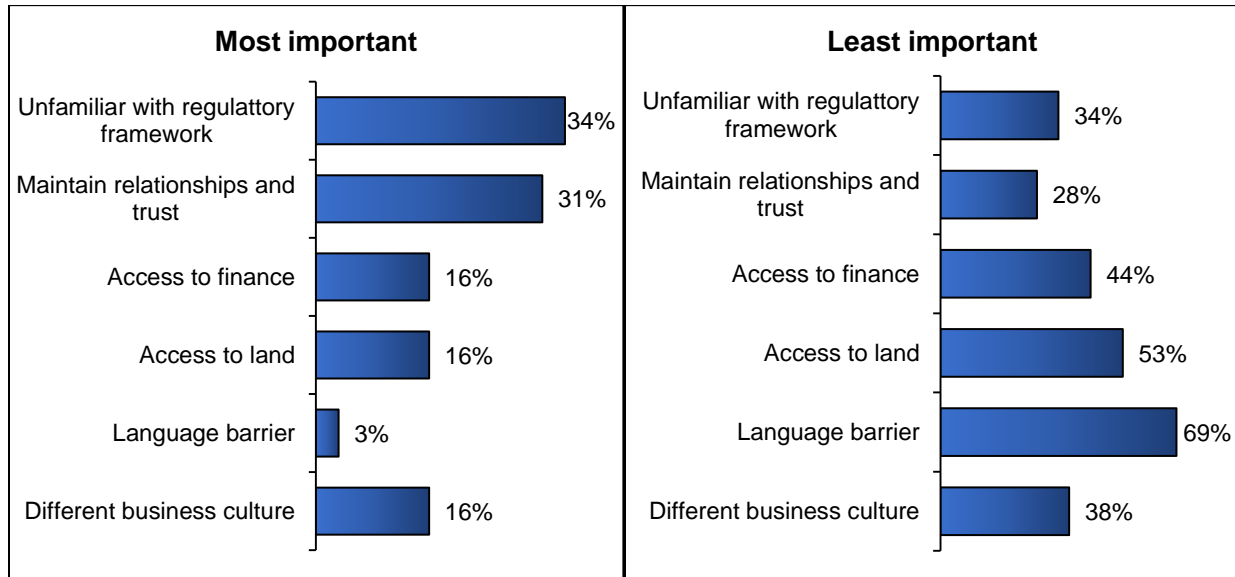
- China's suppliers are also perceived to be more flexible when comes to trading terms and conditions. They are aggressive and very prompt in their responses at the stage of inquiry until post confirmation of the business transaction or contract.

(d) Constraints and potential constraints to have a CBP

- For those already engaged with CBP, the two most important constraints that they are facing are not familiarize with the regulatory framework in China, and also not sure how they can maintain the trust and relationship. Language barrier is the least important for obvious reason. We gathered from on-site interviewing that there is different standard of law practices in China, whereby the respondents were caught unaware and totally unknown to them, thus making business commitment difficult. In addition, the differences in business practices between Malaysia and China give rise to doubts of maintaining robust relationship and trust, more so when China's companies are remarkably aggressive in getting the business deal done.
- One of the challenges shared is that not all China's companies are well prepared with their product specifications, which usually lead to the dispute of quality standard at a later stage of a business relationship. CBP can be more flexible and less procedural, but Malaysian businessmen need to continuously monitor their products' quality to ensure the consistency in delivery and meeting the specifications as agreed upon. A trading company revealed that the process of dealing with various China's government departments can be fairly tedious and time consuming, resulting in a delay in delivery.
- For those respondents who plan to engage CBP, the lack of suitable partner was cited as the most important constraint (40%), followed by insufficient information about the business partner, scope of business partnership (24%). This indicates that the business matching sessions and events have limited options in terms of the variety of businesses for companies to explore. This corroborates with our face-to-face interviews that disclosed that even though there were events or business matching being facilitated, most often the options were either limited or did not match their business needs.
- Further probe with interviewees indicated that Malaysia has yet to establish an advanced platform to verify and evaluate the background of CBP. CTOS has insufficient information to evaluate the quality of CBP. In the absence of an integrated system between Malaysia and China, business community is hesitant to take such business risk. They also highlighted that a delay in Malaysia government's approval process and no simplified document.
- The survey findings revealed that language barrier is not a major constraint in engaging or maintaining a CBP. However, the business owners highlighted that basic communication skills are essential and an added advantage in cultivating as well as ensuring cordial business working relationship with Chinese counterparts. Those who

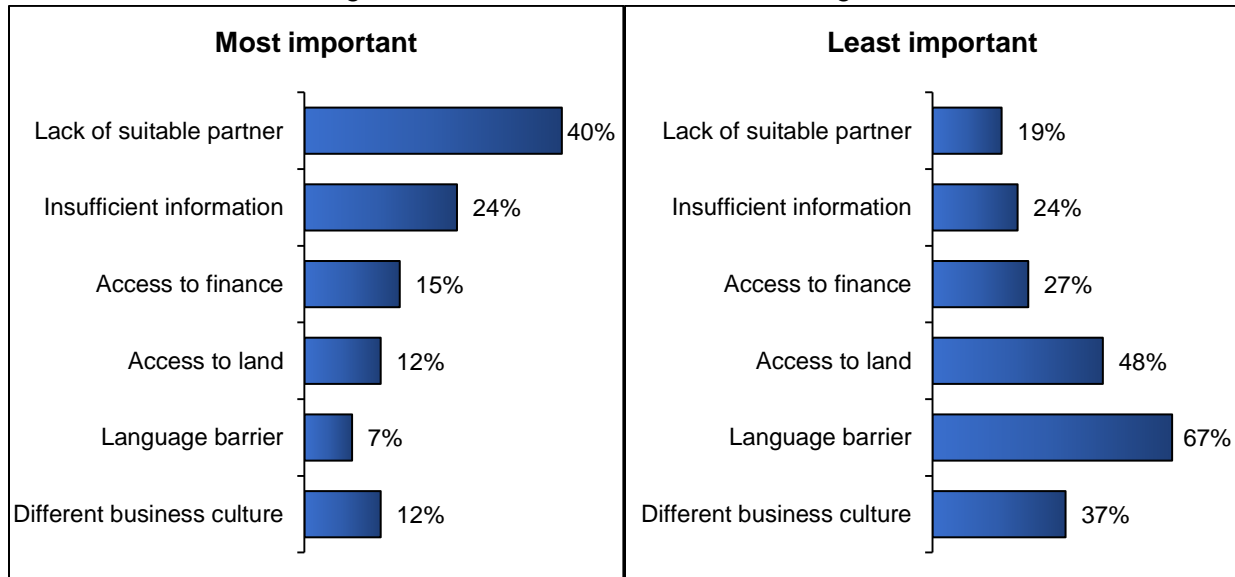
are less proficient in Chinese language will face risk of communication breakdown, hence may hinder further business potentials.

Figure 16: Constraints of having a CBP



Source: SERC

Figure 17: Potential constraints of having a CBP

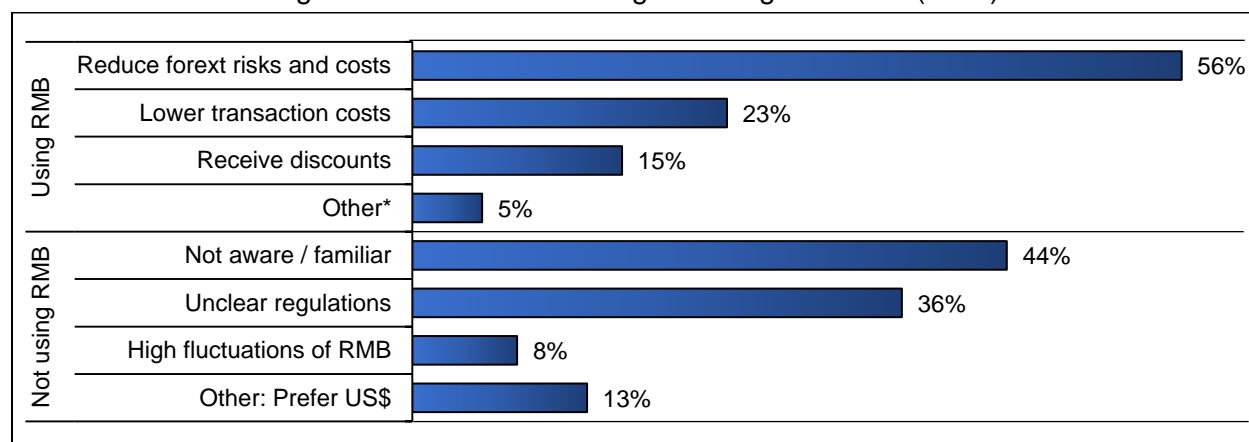


Source: SERC

(e) Perception on Renminbi (RMB)

- The respondents currently engaged with CBR and those who plan to do so were asked on their plans to use Renminbi (RMB) for trade settlement. About 51% indicated that they are using or plan to use RMB in their trade transactions.
- The popularity of using RMB for trade settlement cannot be determined due to the low response rate on a small sample. However, we found that most respondents perceived the use of RMB will help to reduce forex risk and costs.
- Those that do not use or plan to use RMB in trade settlement cited reasons of being not aware or familiarize with RMB while others are unsure of the regulations. This suggests that Bank Negara Malaysia, banks and chambers as well as trade associations must work together to raise Malaysian companies' awareness about the RMB settlement. Some respondents have indicated their preference of using the US dollar in trade settlement given its proven track record as a global reserve currency in terms of reliability and stability.
- From the qualitative interviews, some of them foresee that RMB is unlikely to become the main global currency used in the trade and financial settlement due to worry about the reliability and stability of RMB as a medium of exchange. There remain lingering uncertainties pertaining to the state of China economy and financial market, which may influence the stability of RMB. Advanced economies in the West may rebalance China's economic power house and hence, will not allow RMB to become a dominant player in the foreign exchange market. Local traders/manufacturers still prefer to trade in the US dollar because it is widely usable, tradable and exchangeable globally, and more importantly, the US dollar has proven its credibility and stability as a good store of value amid sporadic volatility. Nevertheless, some businessmen believe that RMB can be more appealing and acceptable if the banks' facilities are easily available, the provision of incentives in terms of lower cost of funding, and more importantly lesser strict-controlled of capital mobility by the Chinese government.

Figure 18: Reasons for using/not using Renminbi (RMB)

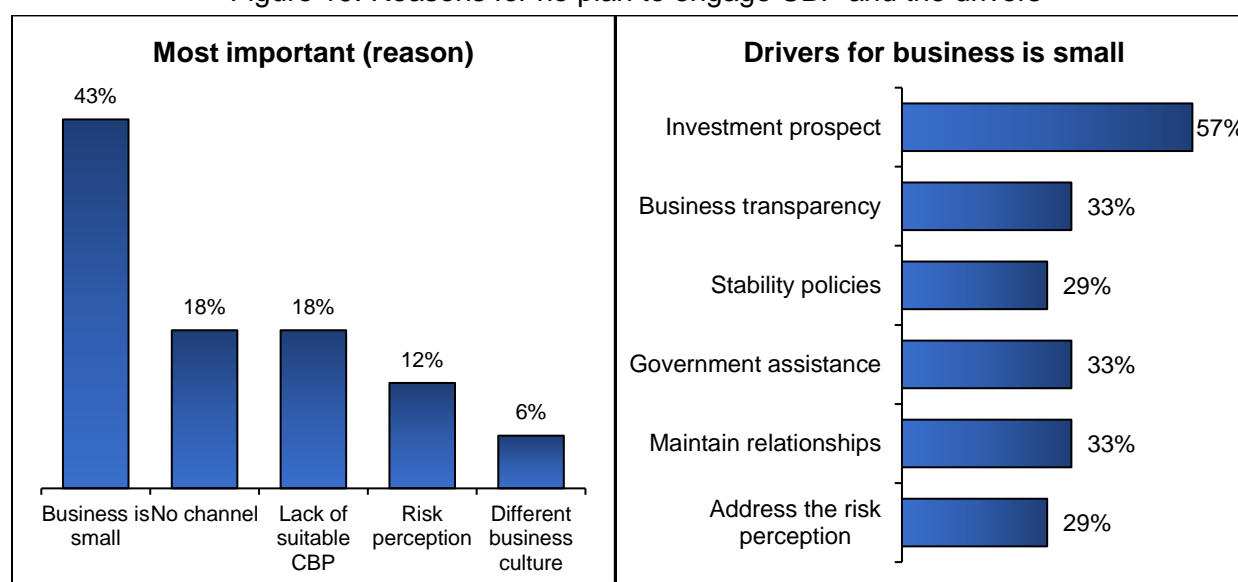


Source: SERC

(f) Reasons for not engaging with CBP

- About 32% of respondents reported that they do not have any intentions of engaging with CBP. Of these, only 20% are currently engaging with foreign business partners, i.e. from other ASEAN countries. We probe further on the reasons why they have no plans to do so, and also determine what can motivate them towards engaging a CBP.
- The respondents perceived that the size of business is the key determinant of having the necessity to engage a CBP. Nearly 43% of them indicated that the current size of business is too small to justify the immediate need for a CBP, with other reasons being the absence of a right channel or platform (18%), and the lack of a suitable counterpart (18%).

Figure 19: Reasons for no plan to engage CBP and the drivers



Source: SERC

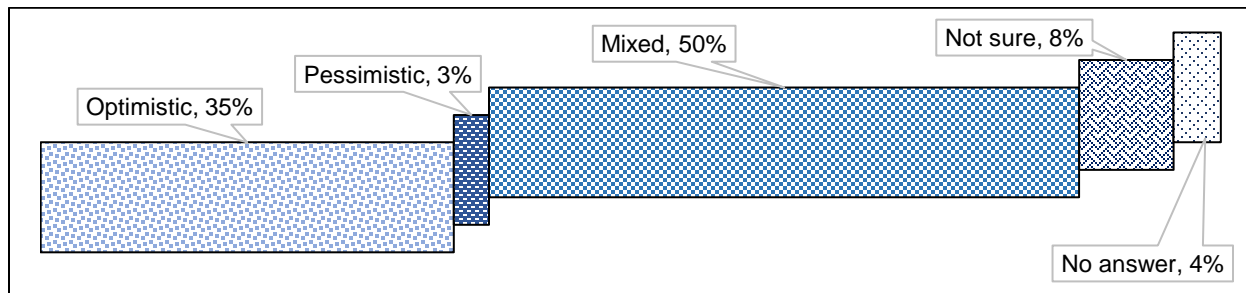
- During the interviewing sessions, respondents observed that most Chinese investors are looking at sizeable investments or projects such as ECRL and HSR, and are seeking for joint-ventures with local MNCs or public listed companies. According to one budget hotel operator, China's investors are not keen to invest because the hotel business is too small. Instead, the investors prefer to acquire hotels with recognized brands and those having world class management expertise.
- One imperative point highlighted during the interview is Chinese investors are continually seeking for advanced technology applications adoption in their businesses. In this regard, they have preferences to partner with either Japanese companies or their own local companies rather than Malaysian firms. From an engineering firm's perspective, it is therefore difficult to establish network or direct cooperation with CBP, because these projects are undertaken partly by local engineering firms such as a sub-contractor.

4.2 Implication of China's investment on Malaysia

(a) Perception about the impact of China's investment on Malaysia

- Overall, nearly half of respondents have mixed perceptions about the impact of China's investment on Malaysia. Only slightly above 1/3 of respondents feel optimistic while less than 3% are pessimistic.

Figure 20: General perception about the impact of China's investment on Malaysia

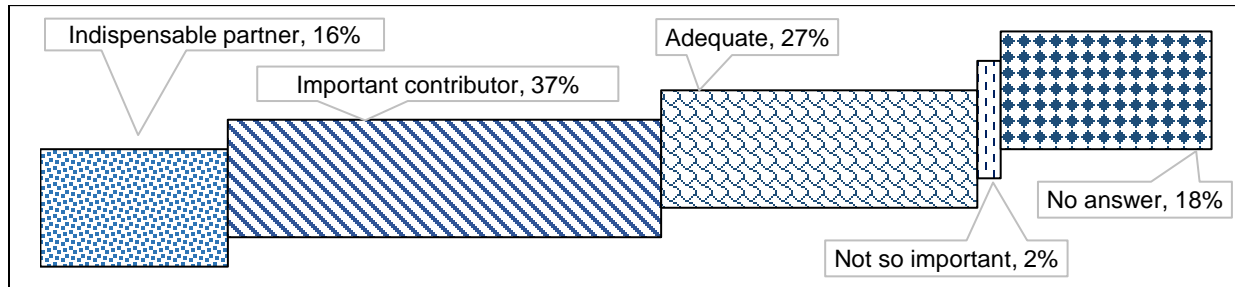


Source: SERC

- A number of the interviewees have expressed mixed perceptions too. They indicated that China's investment projects in Malaysia are being handled by larger corporations and not the SMEs, because the former has upper hands on a wider network and capacity to complete those projects. It cannot be denied that China's investment inflows into Malaysia are driven by market openness and liberalization as well as trade agreements signed between Malaysia and China. Therefore, the influx of Chinese investment is a natural outcome of globalization that will create employment opportunities, technology and knowledge transfer, strengthen infrastructure connectivity, and enhance human resource expertise.
- Interviewees also shared a similar optimism view about China's investment. Interviewees have expressed positive sentiments with regards to the growing Chinese investment, particularly in maritime and rail connections under the BRI as they expect such projects will be the catalyst to boost ASEAN's growth.
- Besides, 37% of respondents stated the presence of China's investment is an important contributor to Malaysia economy in facilitating its quest to achieve a developed nation status as illustrated in Figure 21. This may infer that the current China's investment has the similar impact as of the flourishing of Japanese investment in Malaysia between 1991 and 2003. For example, a joint venture between Daihatsu (Japanese automobile firm) and Perodua in 1992 to produce vehicles. Now, Geely (Chinese automobile firm) and Proton are working together to revitalize Malaysia's national car.
- Interviewees foresee that Malaysian companies may act as manufacturers and distributors for China products and brands, and positioning Malaysia as an important gateway for China businesses to go into ASEAN or West region. China is no longer

competitive in terms of labour cost and cost of production while cost of doing business in urban areas had increased significantly over past few years. Many of the Chinese companies have even shifted their production base outside of China.

Figure 21: The presence of China's investment in Malaysia



Source: SERC

(b) Positive impacts of China's investment

- Respondents were asked to rank in order of importance the positive impacts brought along by China's investment. Based on the list of positive impacts provided, the positive impact of "business expansion and market access" and "national economic and industrial development" came in top on the list of respondents. Technology transfer was cited as the next most important effect.

Table 5: Rankings of positive impacts based on top box

	Top box score	Top bottom score	Top-2 box score	Net Top box score	Mean score
Boost local demand	15%	37%	30%	-22%	3.01
Business expansion / market access	33%	10%	52%	23%	2.09
Technology transfer	18%	13%	27%	5%	2.67
National economic and industrial development	31%	7%	52%	24%	2.03
Increase employment opportunities	12%	27%	25%	-14%	2.95

Note:

The top box score = the sum of percentages for the top one or two highest points on the statement intended.

By 'top', we assumed the point to the most favorable to respondents (most likely immediate impact).

By 'bottom', we assumed that point to be the most unlikely impact.

By 'Net', top box score minus top bottom score to get better assessment. Positive number indicates most important factor whereas negative number indicates most least important factor.

Source: SERC

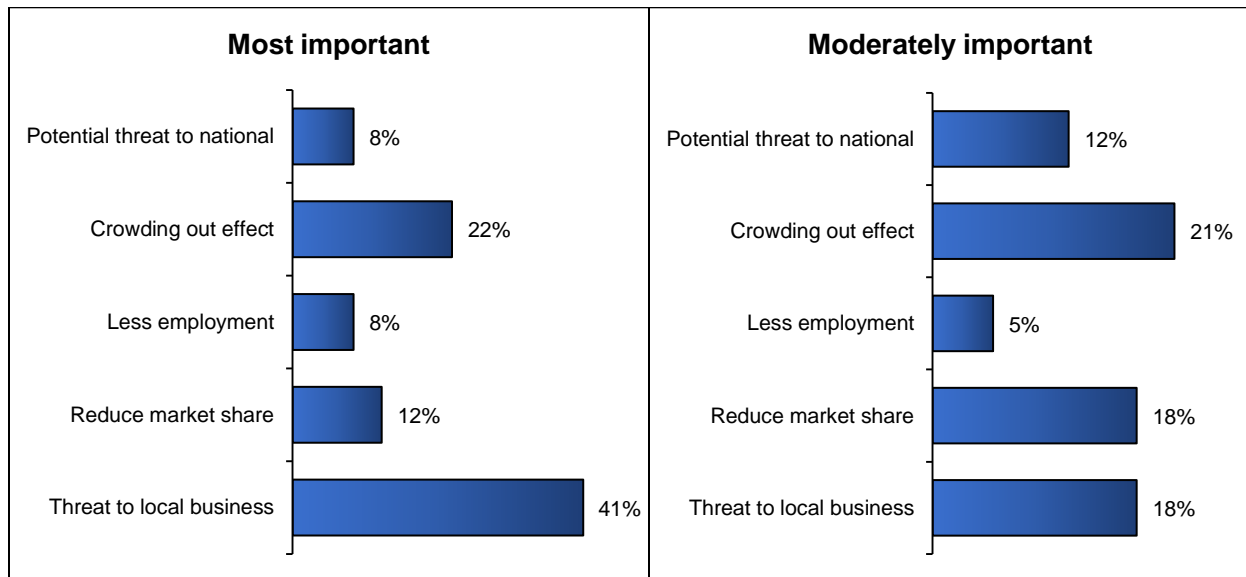
- Through both net box and mean scores, we deduce that respondents viewed China's investment has less impact in boosting local demand or providing employment opportunities.
- An interviewee commented that the China's investors can help to overcome the issues such as the lack of capital, technology and expertise. The flooding of imported competitive pricing of finished goods and raw materials from China (although quality is a concern) in the local market helps businesses to lower the cost of input materials.

Most importantly, having China's business partners provided local businesses more access or opportunities to tap into China's enormous market.

(c) Potential negative impacts from China's investment

- Local businessmen foresee that growing China's investment would pose a threat to local businesses via heightening competition. The direct threat to local companies (41%) is perceived as the most negative impact, followed by the crowding out effect on domestic SMEs (22%). Only a handful (8%) considers China's investment as a potential threat to national sovereignty (Figure 22).
- During the face-to-face interviews, business owners foresee stiff competition can heat up if the Government's interventions are not in place. Small businesses may not even withstand or survive under such environment, especially when China's companies have persistently finding ways to thrive on competitive pricing or price cuts. From the SMEs' viewpoint, the incoming Chinese investment is seen as bigger threats to their business competitiveness in situation where China's business partners domineering the business operation without the need for partnering with or contribution from local partners.

Figure 22: Negative impacts from China's investment

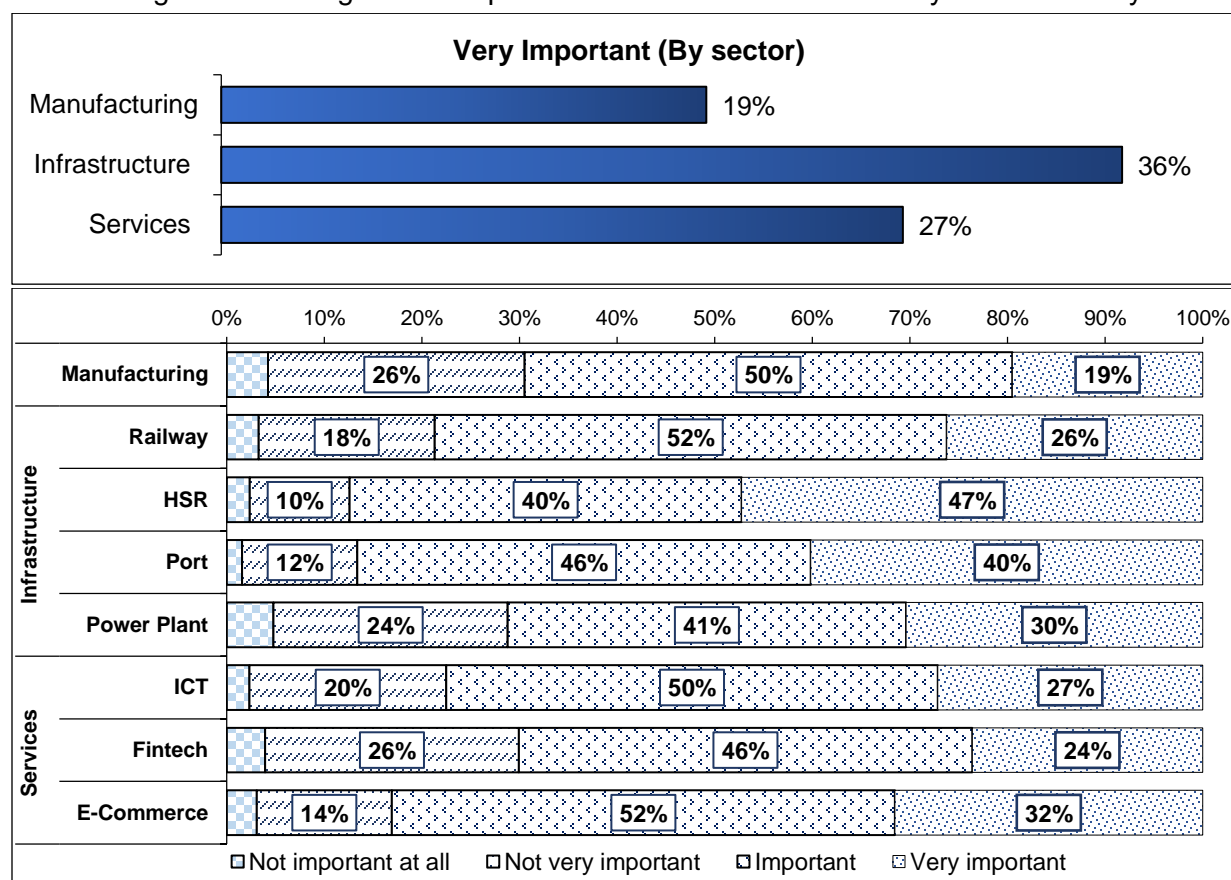


Source: SERC

(d) The importance of China's investment by sector / industry

- Malaysia's policy directions and strategies as outlined in the 11th Malaysia Plan (11MP) and National Transformation Program (NTP), focusing on public transportation and delivery modes (rails, ports and connectivity). Amid the stretched Federal Government's balance sheet, these mega investment projects require massive capital funding and expertise, which surpassed our local manufacturers or businesses capabilities. China's "Go out" strategy and BRI come in handy to help fill in the financing gap.
- Overall, respondents rated China's investment to play an important role in Malaysia's infrastructure development (36%), followed by services (27%) and manufacturing (19%).
- For infrastructure sector, high-speed rail (47%) and port (40%) development projects emerged as top and second order of important priority respectively for China's investment.
- For services sector, e-commerce development (32%) was rated ahead of ICT services (27%) and Fintech (24%) in terms of importance.

Figure 23: Ratings in the importance of China's investments by sector/industry

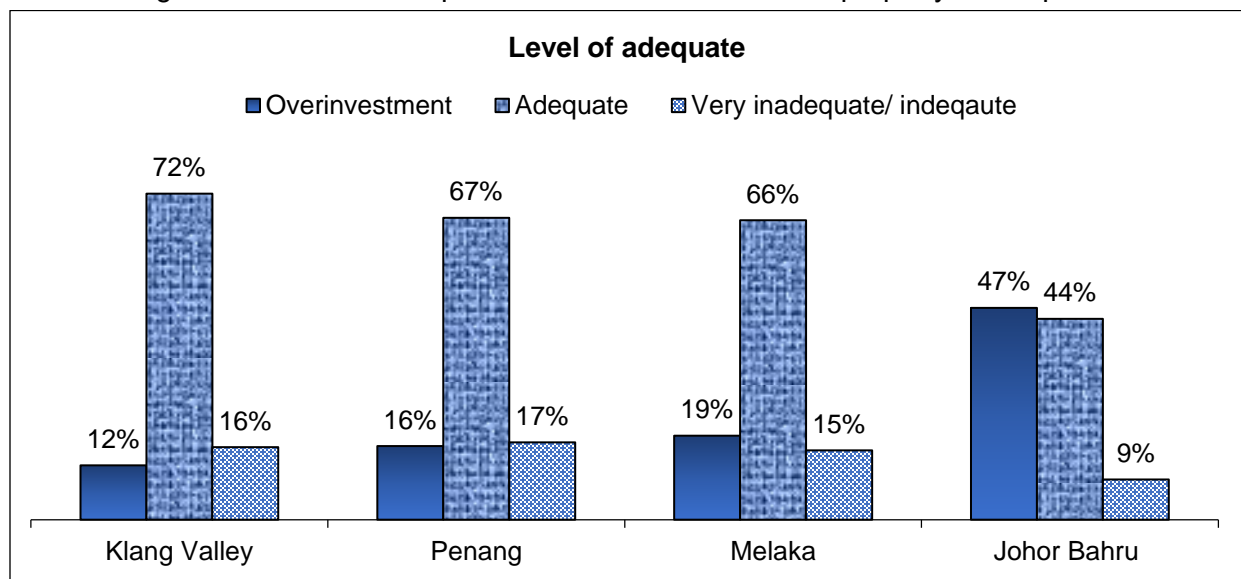


Source: SERC

(e) Property development

- Respondents perceived that there is an incipient sign of China's overinvestment in property development in Johor Bahru. For other states (Klang Valley, Penang and Melaka) while Chinese investments are deemed as adequate, further China's investments should be discouraged as they will stir competition with local players.
- One of the industry player commented that there were no opportunities and multiple effects created after China's developer bought a piece of land at above market price. Building materials will be shipped in from China. They will also hire China-based company/contractors to build the project from beginning until to the completion of project. For the marketing section, China's developer had selected their own people in advance as marketing personnel. None of Malaysia's real estate negotiators can be involved. The basis salary (without commission) is much higher than a Malaysia's fresh graduate. More importantly, 80% to 90% of homeowners in the whole projects are China's buyers.

Figure 24: Level of adequate on China's investment in property development



Source: SERC

4.3 Responsibilities of the Government and chambers

(a) Initiatives to attract China's investors

- In view of the significance of China as an important investor or partner, respondents were asked to appraise the level of facilitation and support services they expect from the Government and trade associations or chambers of commerce in engaging with China's investors.

- With the score of 1=being most important to 5=being least important, respondents ranked business matching/dialogues sessions, and trade fairs/trade missions as the two most important channels to engage or to attract China's investors, with mean scores of 1.85 and 1.91 respectively. This is also confirmed by 50% in top-2 box score and 10% in bottom-2 box score, which imply that there are 5 times more respondents that rated business dialogues/business matchings more important than those respondent that did not.
- In contrast, the survey revealed that engaging crowdfunding websites have yet to be a common practice for business community to attract China's investors, as shown in Table 6.
- Interviewees recommended that it would be good if some of the promotional activities/events can be collaborated and organized between the Government and chambers. This allows easier access for those who are interested to gain more market information.

Table 6: Rankings of initiatives to attract China's investors based on top box

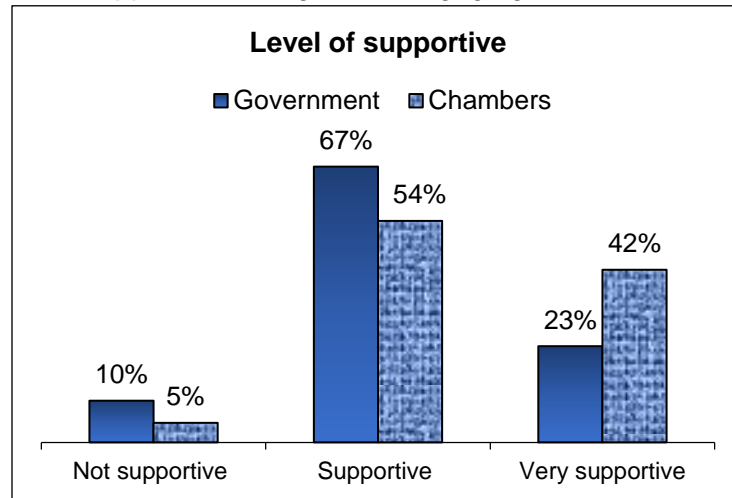
	Top-2 box score	Top-2 bottom score	Ratio	Mean score
Participation in trade expo/fairs / trade missions	45%	12%	3.8x	1.91
Participation in business dialogue/ matching sessions	50%	10%	5.1x	1.85
Engage or collaborate with government agencies	41%	14%	2.9x	2.01
Engaging private consultants	13%	46%	0.3	2.97
Engaging crowdfunding websites	14%	52%	0.2	3.08

Source: SERC

(b) Level of facilitation and support services

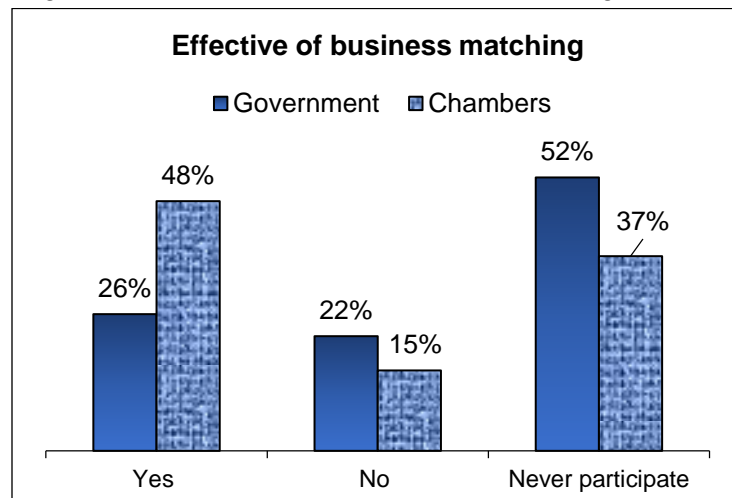
- Generally, respondents viewed the Government as supportive when comes to engaging with Chinese investors. About 23% of respondents viewed the Government as very supportive, 67% as supportive, and only 10% feel that the Government is not supportive (Figure 25).
- For the trade associations/chamber of commerce, 20% of respondents ranked them as very supportive while half of them considered chambers/trade associations as supportive. Only 5% regarded them of unsupportive.
- We can infer that businesses viewed the trade associations/chamber of commerce as relatively being more supportive than the Government when comes to engaging with China's investors (Figure 26).

Figure 25: Supportive level given in engaging with China's investors



Source: SERC

Figure 26: Effectiveness of business matching sessions



Source: SERC

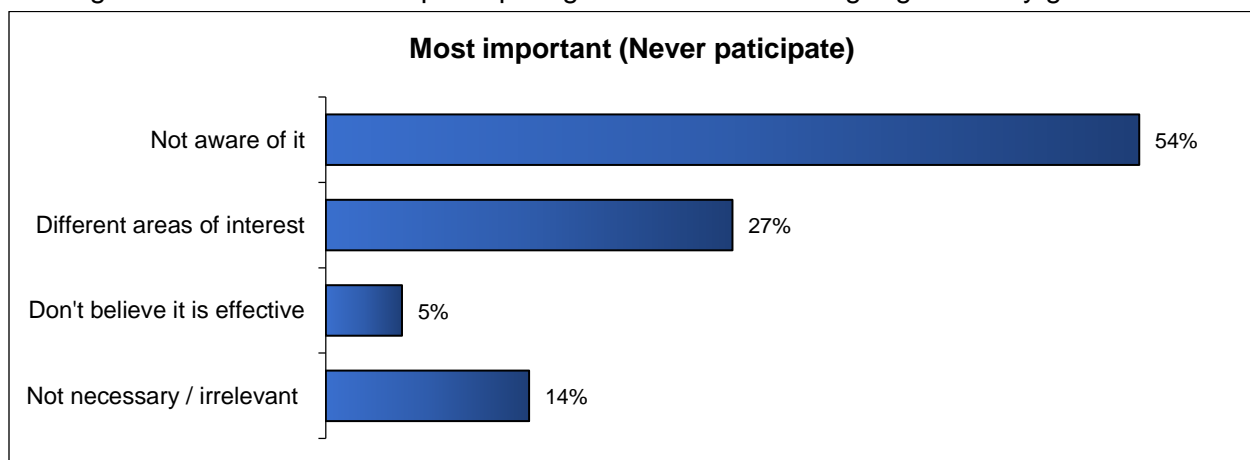
- Activities organized by the Government were assessed in comparison with those organized by the chambers of commerce. About 48% of respondents affirmed that they have benefited from business matching sessions organized by the chamber while only 26% believed that they have benefitted from similar sessions organized by the Government.
- The survey also revealed that slightly more than half of the respondents did not participate in business matching sessions organized by the Government, which is higher compared to that organized by the chamber (33.3%).
- In summary, respondents showed more inclination participating in activities organized by the chambers.

- The feedback gathered from the face-to-face interviews opinioned that while chambers have played their roles effectively, there is lack of similar continuous plans from the Government. Furthermore, the interviewees informed that the roles and objectives of the Government and the chambers are rather vague in terms of their services and specific responsibilities. Some of these activities could have been consolidated or streamlined, making easier access for those who are keen to obtain more information about China's investment.

(c) Reasons for not participating in government's business matching sessions

- Trade promotion initiatives are normally spearheaded by the Ministry of International Trade and Industry (MITI), Malaysian Investment Development Authority (MIDA) and Malaysia External Trade Development Corporation (MATRADE).
- In Figure 26, 52% of respondent indicated that they have never participated in business matching organized by the Government. We further explored the reasons for not participating in these activities.
- The survey's findings showed that those who have "never participate" in these activities were actually not aware of such events being organized (54%). A slight above 25% of respondents disclosed that these activities do not match with their areas of interest (27%) while 14% found that these sessions were irrelevant or not so relevant. Close to 5% retorted that they actually do not believe that business matching sessions are effective.

Figure 27: Reasons for not participating in business matching organised by government

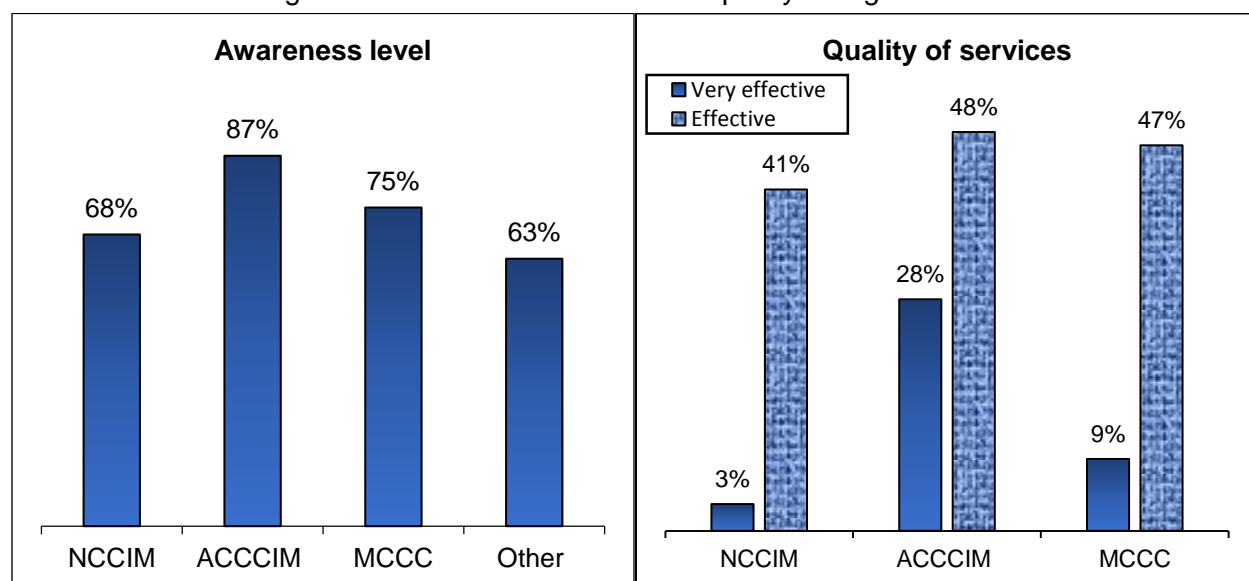


Source: SERC

(d) Promoting bilateral Malaysia-China's investment

- We also make an assessment on services offered by the associations/organizations in promoting bilateral Malaysia-China investment.
- Respondents are quite aware of the efforts by organizations such as NCCIM, ACCCIM and MCCC to assist their business community in establishing business linkages with China's investors.
- ACCCIM stood out from the rest as a well-known chamber (rated by 87% respondents) to promote as well as drive bilateral Malaysia-China's investment.

Figure 28: Awareness and service quality of organizations



Notes: Others include China-ASEAN Business Association, Malaysia-China Silk Road Entrepreneurs Association (MCSREA); Chinese Enterprise Association in Malaysia; Malaysia-China Friendship Association (PPMC); and ASEAN-China Economy and Trade Promotion Association.

Source: SERC

- In term of quality of services rendered, the results showed that ACCCIM and MCCC are almost ranked equally effective, i.e. 48% and 47% respectively. However, ACCCIM was ahead of other associations as being very effective in providing its services, with a scoring of 28%. When top-2 box is being used as yardstick, ACCCIM scored 77%, followed by MCC (47%) and NCCIM at 41%.
- During the in-depth interview, interviewees remarked that while they are aware and satisfied with the business networking events organized by these organizations, not all members take advantage of the opportunities and services being provided.

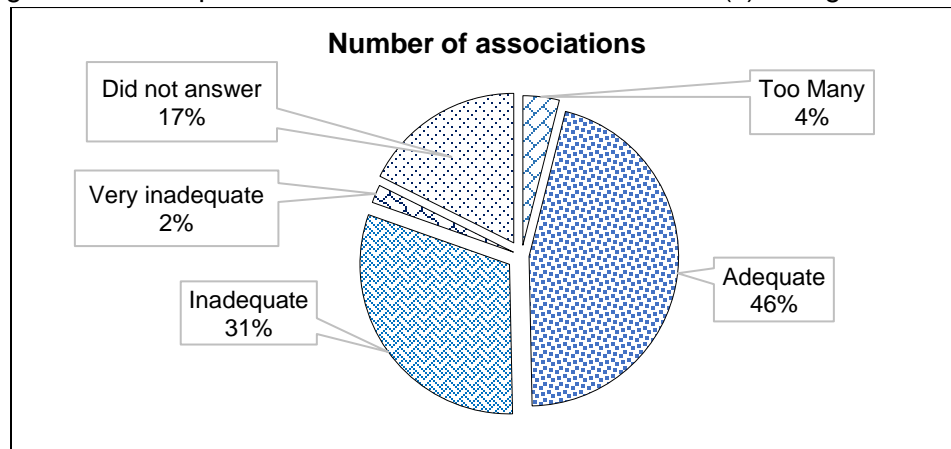
(e) Perception on adequacy of associations and consolidation of all agencies

- About 46% of respondents expressed that there are adequate number of associations or organizations to promote China's investment in Malaysia. More than 50% of

respondents opinioned that the Government should consolidate all relevant agencies to promote China's investment in Malaysia.

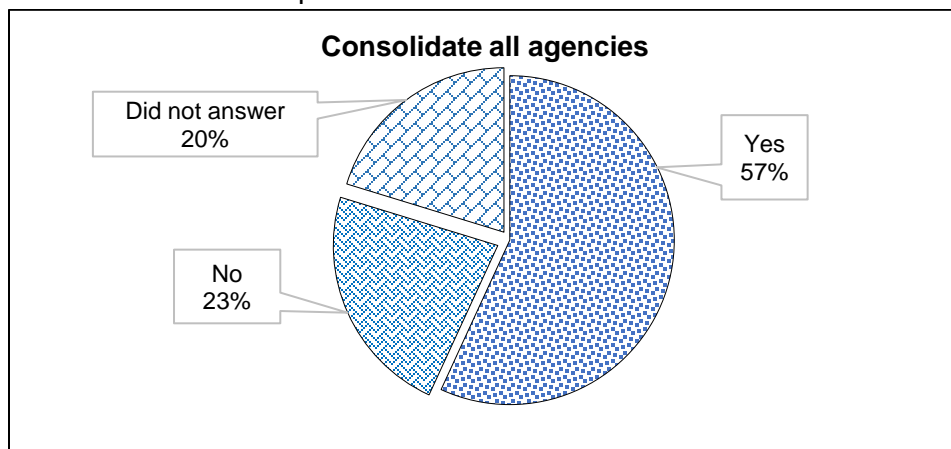
- During the face-to-face interviews, interviewees highlighted that the Government and chambers must be clear in their roles and responsibilities to avoid misleading the public and new investors. The processes, systems and policies about doing business in Malaysia must be clearly spelt out with specific information and certainty to all new investors and new business establishments. When too many parties are involved with unclear guidelines and information, this could mislead the investors on how and where to get the relevant information.

Figure 29: Perception on sufficient number of association(s) or organisation(s)



Source: SERC

Figure 30: Opinion on consolidate all relevant agencies into single unit agency dedicated to promote China's investments



Source: SERC

(f) Initiatives to strike a win-win deal with China's investment in Malaysia

- Respondents were asked to indicate the measures to be taken to boost China's investment in Malaysia.
- Based on the top-2 box score as shown in Table 7, respondents believe that adopting a strategic tie-up with local SMEs as being the most important.
- Respondents also think the Government's initiative to "negotiate to encourage China to buy more Malaysia's commodities" (11%) and having "local procurement policy to source domestic raw materials (5%)" can help in securing fairer trade arrangement while protecting the local industry.
- During the interviewing sessions, respondents were satisfied with the incentives offered by the Government, provision of good infrastructure and the policies for new investors, but more initiatives and collaborations must be taken by both Malaysian and China governments. In fact, interviewees are of the view that the Government's advisory in facilitating Chinese investment should be conducted through face-to-face discussion on specific business related-issues.

Table 7: Initiatives to strike a win-win deal with China's investments in Malaysia

	Top box score	Top-2 box score	Mean score
Local procurement policy to source domestic materials	29%	38%	2.18
Negotiate to encourage China to buy more Malaysia's commodities	22%	42%	2.18
Encourage strategy tie-up with local SMEs	23%	44%	1.92
GLCs involved in China-driven projects should give opportunities to competent domestics SMEs	15%	35%	2.35
Encourage China to bring in more capital	17%	25%	2.69
Encourage more high-end technology and technical skills collaboration	17%	27%	2.62

Source: SERC

5.0 Conclusion and Policy recommendations

5.1 Highlights of survey's findings

China's investment in Malaysia in terms of business opportunities and outlook, business sentiment and service effectiveness can be summarized as follows:

A. Business opportunities and outlook

- The majority of businesses do not have a China's business partner (CBP) but they have indicated high intention to engage and explore, especially in wholesale, retail and trading sectors.
- The experienced businesses identified market access as the priority benefit to have a CBP. Market access increases company sales and maximizes the production capacities. However, in reality, a CBP offers competitive pricing for the sourcing of raw materials and finished goods, which lower production cost rather than direct capital injection.
- There is different degree of constraints faced between maintaining a CBP and engaging a CBP. In pre-engagement stage, companies are facing the lack of suitable partner(s) and insufficient information about the CBP and scope of business partnership. Some highlighted there is no a well-developed platform to check and evaluate the background of CBP. In post-engagement stage, it is crucial that the terms and conditions are clearly spelt out and specifically defined in the business contract so as to avoid any untoward business conflict during the cooperation.
- However, it was pointed out that unfamiliarize with China's regulatory framework and how to maintain relationship and trust are the main constraints faced when doing business with China. Some commented that the tedious process and time consuming involved in dealing with the Chinese government's departments may cause a delay in delivery.
- "Business is small" is cited as the main factor for those companies who have no plans to engage a CBP. We gathered from the on-field interviewing that China's investors are looking for sizeable investment and they prefer to cooperate with local MNCs or public listed companies. The survey showed that looking for better investment prospects is the main driver to change their mind-set.

B. Impact of China's investment

- Businesses have mixed perceptions about the impact of China's investment on Malaysia. This is because that China's projects are mostly large-scale infrastructure and connectivity driven and these projects normally will be handled by larger corporations and not Malaysian SMEs.

- Businesses feel that the China's investment is playing an important contributor to Malaysia's economy, which is similar to the contributions by Japan and the United States.
- The positive impacts mainly generated by China's investment are national economic and industrial development and business expansion while there is no feasible impact in boosting local demand and increase employment opportunities.
- For negative impacts, businesses strongly believe that China's investment is a threat to local businesses via stiff competition on pricing and cost as well as exerting crowding out effect on domestic SMEs. Some have expressed that China's companies will find ways to thrive on price competition to eliminate small businesses if there is no Government's intervention to curb dumping of Chinese goods.
- Businesses agreed that for those mega projects such as High-Speed Rail and ports, which require massive capital funding and expertise, China's investment is welcome to fill the void. As for services sector, e-commerce was rated "very important" to get the facilitation support from China compared to ICT and Fintech.
- For property development, businesses feel that there is an incipient sign of China's overinvestment in Johor Bahru. An industry player highlighted a case involving a China company bought the land for property development and that there were no business opportunities or economic linkages with locals in terms of construction, marketing, and employment.

C. Facilitation and support services

- Trade associations or chambers of commerce are rated as "very supportive" compared to the Government when comes to engaging with China's investors.
- Businesses benefited from the business matching organized by chambers rather than that from the Government. The survey showed that the majority of respondents have never participated in the Government's initiated business matching, mainly due to the lack of awareness of such activities.
- NCCIM, ACCCIM and MCCC are recognized as the platform by business community to promote bilateral Malaysia-China's investment. In terms of quality services rendered, ACCCIM is being rated as "very effective" services compared to NCCIM and MCCC.
- The current number of associations are adequate to promote China's investment in Malaysia. It will be good that the Government would consider to consolidate all relevant agencies involved in the promotion of Chinese investment in Malaysia. This is not only helps to avoid confusion among China's investors but also to reduce time consuming for Malaysian businesses.

5.2 Policy recommendations

The followings are some of the issues and concerns that warrant immediate attention and some corrective policies may be given due consideration. Therefore, it is recommended that:

a. Strengthen and strict enforcement of local procurement policy

China's driven investment projects under BRI should not be lop-sided and to the disadvantages of Malaysian companies. A mutual benefit and win-win deal must be crafted to ensure domestic companies, large or SMEs are not left out of participating in the projects if they have proven track record of capability to deliver the projects on schedule. The survey's results reinforced the local procurement policy is necessary to ensure domestic linkages. We welcome the Government's local content or procurement policy, which states that 30% of raw materials for the construction of ECRL must be sourced from domestic industries. We call for a strict enforcement of the policy and the implementing agencies must put in place a robust system to ensure the policy is well executed. In the area of services, professional services, consultancy and project engineering involved in the planning and designing of infrastructure projects should invite the participation of local businesses. This helps to improve the deficit in services.

b. Adopt strategy tie-up with local SMEs

Strategic tie-up with local SMEs is highly recommended as deduced from the survey's results. The SME Corporation must continue to draw up actionable plans and initiatives to facilitate the capable SMEs for taking part in some of the China's investment projects. A case in point is the involvement of SMEs in the Digital Free Trade Zone. The SME Corporation and relevant promotion agencies as well as the chambers must assist the business community to understand the rules of law and business regulations pertaining to doing business with Chinese investors in Malaysia and China. Investors' protection holds the key to business undertaking. The Government should enhance the regulatory control and best business practices must be upheld with more transparency, policy uncertainty and inclusive regulations. The business contracts and agreements signed between Malaysian companies and CBP must be safeguarded, honored and fair.

c. Encourage purchases of Malaysia's commodities

According to Department of Statistics Malaysia (DOSM), the value of imports from China increased 9.2% pa whereas value of Malaysia's exports to China only grew by 2.1% pa in 2012-16. As a result, Malaysia has been incurring a trade deficit with China for five years in a row since 2012. The trade deficit in China's favor widened to RM43.7 billion in 2016 and deteriorated further to RM19.7 billion in January-August 2017. While the Government has made inroads in exporting Malaysian fruits (such as durian) and healthcare products such as bird nest to China, there are room to negotiate with China to buy more palm oil, rubber and other commercial products.

d. Looking for new business ideas and products

In terms of products' and inputs' pricing, local businesses must accept the fact that they are not in a position to compete with China's companies because of the latter's huge capital balance sheet, economies of scale and competitive cost.

That said, opportunities are available to Malaysia companies in areas of halal products (China's Muslim population is about 23 million), eco-friendly and green technology products. Eco-tourism is another sector whereby Malaysians can co-venture with China to attract the billion-dollar Chinese tourists market. Proactive marketing and promotion of Malaysian products' diversity to China's market via participation in trade fairs and commercial expos and exhibitions held in China. Malaysia's halal certification products, frozen durian are examples.

e. Enhance business intelligence and sharing of market information

Investors need a well-regarded rule of law and legal system to protect their investment interests in the host country. The crackdown on corruption, bribery, abuse of power, and other corrupt practices in Malaysia and China are good to enhance business confidence and ease the hidden cost of doing business.

The survey's results highlighted the need for the business policy and regulatory system transparency to reduce businesses' worry when partnering with China's business partner (CBP). It is proposed that both Governments should consider develop an integrated business intelligence and information surveillance system to facilitate the business partnership between two countries' businesses. It is hoped that such system would assist businesses to conduct policy and regulatory risks evaluation and background checking before cooperating with CBP.

f. Strengthening governance and services efficiency

It is very important for terms and conditions of business contracts to be clearly spelt out and enforced to avoid any disputes or disagreements in the future. But, in terms of guidelines and regulations, both Governments should clearly state the process flow in a transparent manner, which businesses can follow at ease with minimum compliance cost.

The Government should continue to ease the processes of starting business, obtaining approvals and enforcing contracts. Adequate legal protection for investors, including proprietary rights and clamping down of corruption must be provided by both Governments to ensure more transparent and predictable government's decision-making process.

g. Well-coordinated facilitation services

We deduce from respondents that the relevant government agencies and chambers must coordinate as well as enhance their services to increase the numbers of CBP. While the agencies and chambers have made efforts to organize business matching events, the lack

of publicity (on the Government side) and incomplete information were identified as the main drawbacks why the business matching did not translate into business deals.

It is proposed that the following initiatives to increase the take-up rate of business matching: i) Streamline the existing business matching modus operandi, taking into account the scope and target of business groups; ii) Set up a dedicated unit in MATRADE to conduct market and business intelligence services, supported by a regular survey covering the markets, products, business interests of SMEs; iii) Both the government agencies and chambers must collaborate to organize more and impactful trade fairs, exhibitions and roadshows, backed by well-prepared and technically sound officials to answer enquiries promptly and correctly; and iv) Set up a high trade officials' technical committee to discuss the bilateral trade issues concerning market access, tariff structures, anti-dumping as well as non-tariff barriers.

5.3 Conclusion

In conclusion, we expect the bilateral relationship between Malaysia and China to continue deepen and flourish in the years ahead as China's BRI in regional integration via infrastructure and connectivity links will reshape the economic and investment landscape in the region.

Malaysia, strategically located in the South-East Asia, and blessed with rich diversity in resources, people, cultures, languages, races and food are in a good position to strengthen its relationship with China. The increasing value of Chinese FDI and investors' interests in a broad spectrum of sectors in recent years underscore the attention of the policy makers and Malaysian businesses.

Domestic SMEs must be well prepared to leverage on our home-based advantages and strengths to "collaborate and synergise" with Chinese business partners to enhance bilateral mutual benefits, deepen economic and industrial linkages, and effect the transfer of technology and knowledge sharing between two countries both at the government and business sector.

Both the Government and chambers must coordinate their efforts and initiatives to attain a balance and optimal economic impact from China's investment on domestic economy. It is about sustaining a conducive ecosystem to attract quality FDI without compromising on the interests of Malaysian companies. While there is limited scope of policy intervention to protect domestic companies in a globalized market environment, SMEs must continue to sharpen their capabilities via technological advancement to counteract with the rising tides of competition from China in domestic and overseas markets. Only the fittest will survive. The weak ones must be restructured and re-engineer to remain relevant.

The role and responsibilities of chambers must be critically reviewed and revamped to become an effective enabler to cultivate the right type of business relationship with China's investors. This calls for a closer collaboration and symbiotic relationship between the chambers and associations to deal with China.

The Government and coordinating agencies responsible for the facilitation of China's investment must be consolidated and streamlined into a dedicated unit primarily serves to coordinate China's

BRI in Malaysia. This unit is also tasked to monitor the impact of China's BRI, ensure the compliance of local procurement policy as well as identify potential business synergy for domestic SMEs to partner with China's counterpart.

Appendix 1: Survey questionnaires



China's investments in Malaysia Survey

Malaysia has built a very strong momentum in attracting China companies to invest here. There was notable presence of China's investments as well as their continued interests to commit more new investments in Malaysia, covering a broad spectrum of sectors including public transportation projects, ports, manufacturing (steel, solar power, textile, electronics and electrical products), real estate and energy.

This survey aims to gauge and gather information on Malaysian companies' opinions and inspirations as well as challenges faced when dealing with China investors. These questions were developed to examine the four dimensions of companies' aspirations, perceived benefits, competition faced and the government's facilitation policies. Data from the survey will be used to assist us in our analysis of the China's investments in Malaysia.

We seek your cooperation to return this duly completed survey questionnaire **latest by 30 April 2017** to serc@accimserc.com or by fax to (603) 4260 3118. Should you have any enquiry, please contact **Mr. Goh Kong Jun** or **Mr. Lee Soon Thye** at (603) 4260 3116 / 3119.

-----A complimentary copy of Executive Summary of this survey will be given. -----

*****If you have multiple businesses, please select the principal business / sector when answering these questions.**

Section A – Business Background

A1. Type of industry or sector:

- | | | | |
|---|--|---|-------|
| <input type="checkbox"/> Logistics | <input type="checkbox"/> ICT (<i>please specify</i>) | : | _____ |
| <input type="checkbox"/> Construction | <input type="checkbox"/> Manufacturing (<i>please specify</i>) | : | _____ |
| <input type="checkbox"/> Mining | <input type="checkbox"/> Agriculture (<i>please specify</i>) | : | _____ |
| <input type="checkbox"/> Wholesale & retail | <input type="checkbox"/> Trading (imports & exports) | : | _____ |
| <input type="checkbox"/> Hotel & restaurant | <input type="checkbox"/> Professional services (<i>please specify</i>) | : | _____ |
| <input type="checkbox"/> Property development | <input type="checkbox"/> Other, please specify | : | _____ |

A2. Indicate % share of total sales / revenues derived from:

Domestic market : _____%

Foreign market : _____%

A3. Size of business operation:

Manufacturing sector:

- ☐ Micro (Turnover: < RM300k)
☐ Small (Turnover: RM300k < RM15mil)
☐ Medium (Turnover: RM15mil ≤ RM50mil)
☐ Large (Turnover: > RM50mil)

Services and other sectors:

- ☐ Micro (Turnover: < RM300k)
☐ Small (Turnover: RM300k < RM3mil)
☐ Medium (Turnover: RM3mil ≤ RM20mil)
☐ Large (Turnover: > RM20mil)

A4. No. of Fulltime employees:

- ☐ < 5 ☐ 5-29 ☐ 30-74 ☐ 75-199 ☐ 200 or above

A5. Indicate % share of total employment:

Domestic employees: _____% Foreign employees: _____%

A6. Company ownership / structure:

- ☐ Bumiputera ☐ Non-Bumiputera

*If your company is a joint venture, please indicate:

Local: _____% Foreign: _____%

Section B – Business Opportunities / Outlook

B1. Do you have a China's business partner for your Malaysia's business?

☐ Yes →

B2. In which business sector?

- ☐ Trading
☐ Property development
☐ Infrastructure
(port, railway, etc.)
☐ Services
☐ Other, please specify:

B4. Do you use renminbi (RMB) for trade settlement?

- ☐ Yes, indicate _____% of settlement in RMB

Reasons:

- ☐ Lower transaction costs
☐ Reduce forex risks and costs
☐ Receive discounts
☐ Other, please specify:

- ☐ No, because:

- ☐ Not aware / familiar
☐ Unclear regulations
☐ High fluctuations of RMB
☐ Other, please specify:

B3. Indicate the value of trading or investment with China partner?

Trading

- ☐ < RM1mil
☐ RM1~2mil
☐ RM2.1~5mil
☐ > RM5mil

Investment

- ☐ < RM1bil
☐ RM1~3bil
☐ RM3.1~10bil
☐ > RM10bil

Rank / Scale:

(1) Most important (2) Moderately important (3) Important
(4) Somehow important (5) Least important

B5. Please rank the following 5 benefits in order of importance of having China business partner. (1 being the most important, 5 being the least important)

- ☐ Market access
☐ Technology transfer
☐ Capital injection
☐ Labour skills / expertise
☐ Sourcing of raw materials
☐ Other, please specify:

B6. Please rank the following 5 constraints in order of importance when doing business with China. (1 being the most important, 5 being the least important)

- ☐ Different business culture
☐ Language barrier
☐ Unfamiliar with regulatory framework
☐ Access to land
☐ Access to finance
☐ Maintain relationships and trust
☐ Other, please specify:

<input type="checkbox"/> No, but plan to have or explore	<p>B2. In which business sector?</p> <div style="display: flex; flex-direction: column; gap: 5px;"> <input type="checkbox"/> Trading <input type="checkbox"/> Property development <input type="checkbox"/> Infrastructure (port, railway, etc.) <input type="checkbox"/> Services <input type="checkbox"/> Other, please specify: _____ </div>	<p>B3. Are you planning to use RMB for trade settlement?</p> <input type="checkbox"/> Yes, indicate _____% of total settlement in RMB <u>Reasons:</u> <div style="display: flex; flex-direction: column; gap: 5px;"> <input type="checkbox"/> Lower transaction costs <input type="checkbox"/> Reduce forex risks and costs <input type="checkbox"/> Receive discounts <input type="checkbox"/> Other, please specify: _____ </div>
	<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> Rank / Scale: (1) Most important (2) Moderately important (3) Important (4) Somehow important (5) Least important </div> <p>B4. Please rank the following 5 benefits in order of importance of having China business partner. <i>(1 being the most important, 5 being the least important)</i></p> <div style="display: flex; flex-direction: column; gap: 5px;"> <input type="checkbox"/> Market access <input type="checkbox"/> Technology transfer <input type="checkbox"/> Capital injection <input type="checkbox"/> Labour skills / expertise <input type="checkbox"/> Sourcing of raw materials <input type="checkbox"/> Other, please specify: _____ </div>	<input type="checkbox"/> No, because: <div style="display: flex; flex-direction: column; gap: 5px; margin-top: 5px;"> <input type="checkbox"/> Not aware / familiar <input type="checkbox"/> Unclear regulations <input type="checkbox"/> High fluctuations of RMB <input type="checkbox"/> Other, please specify: _____ </div>
	<p>B5. Please rank the following 5 constraints in order of importance when doing business with China. <i>(1 being the most important, 5 being the least important)</i></p> <div style="display: flex; flex-wrap: wrap; gap: 10px;"> <div style="width: 45%;"> <input type="checkbox"/> Insufficient information </div> <div style="width: 45%;"> <input type="checkbox"/> Access to land </div> <div style="width: 45%;"> <input type="checkbox"/> Lack of suitable partner </div> <div style="width: 45%;"> <input type="checkbox"/> Access to finance </div> <div style="width: 45%;"> <input type="checkbox"/> Language barrier </div> <div style="width: 45%;"> <input type="checkbox"/> Different business culture </div> <div style="width: 45%;"> <input type="checkbox"/> Other, please specify: _____ </div> </div>	
<input type="checkbox"/> No plan to engage with China's business partner	<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> Rank / Scale: (1) Most important (2) Moderately important (3) Important (4) Somehow important (5) Least important </div> <div style="display: flex;"> <div style="width: 45%; padding-right: 10px;"> <p>B2. Please rank the following 5 reasons in order of importance of not having engagement with China's business partner. <i>(1 being the most important, 5 being the least important)</i></p> <div style="display: flex; flex-direction: column; gap: 5px;"> <input type="checkbox"/> Business is small <input type="checkbox"/> No channel <input type="checkbox"/> Lack of suitable China partner <input type="checkbox"/> Risk perception <input type="checkbox"/> Different business culture <input type="checkbox"/> Other, please specify: _____ </div> </div> <div style="width: 50%;"> <p>B3. Currently, do you have other foreign business partners?</p> <input type="checkbox"/> Yes, with: <div style="display: flex; flex-wrap: wrap; gap: 10px; margin-top: 5px;"> <div style="width: 45%;"> <input type="checkbox"/> Singapore <input type="checkbox"/> Thailand <input type="checkbox"/> Indonesia <input type="checkbox"/> Hong Kong <input type="checkbox"/> Other: _____ </div> <div style="width: 45%;"> <input type="checkbox"/> Japan <input type="checkbox"/> USA <input type="checkbox"/> India </div> </div> </div> <div style="width: 5%;"> <input type="checkbox"/> No </div> </div>	

Section C – Gauging the Implications of China’s investments in Malaysia

C1. What is your general perception about the impact of China’s investments in Malaysia? *(Please tick one only)*

- ☐ Optimistic
 ☐ Mixed
☐ Pessimistic
 ☐ Not sure

Rank / Scale: (1) Most important (2) Moderately important (3) Important (4) Somehow important (5) Least important

C2. Please **rank the following 5 positive impacts** in order of importance.

(1 being the most important, 5 being the least important)

- ☐ Boost local demand (for which industry / sector? Please specify: _____)
☐ Business expansion / market access
☐ Technology transfer
☐ National economic and industrial development
☐ Increase employment opportunities
☐ Other, please specify: _____

C3. Please **rank the following 5 challenges** in order of importance.

(1 being the most important, 5 being the least important)

- ☐ Threat to local businesses via competition
☐ Reduce market share
☐ Less employment opportunities
☐ Crowding out effect on domestic SMEs
☐ A potential threat to national interest
☐ Other, please specify: _____

C4. What do you think of the presence of China’s investments in Malaysia? *(Please tick one only)*

<input type="checkbox"/> Indispensable partner	<input type="checkbox"/> Important contributor	<input type="checkbox"/> Adequate	<input type="checkbox"/> Not so important
To tap on China’s immense financial resources under its One Belt and One Road initiative to help facilitate Malaysia’s economic development and transformation	Malaysia-China’s bilateral relationships should be strengthened due to China’s status as a global economic powerhouse. Malaysia can be served as an important gateway for China to ASEAN	A step in right direction to woo China’s investments. But, it must be well managed to strike a balance and win-win deal with China	Continuous engagement with China. Over-reliance on one country creates concentration risk and may potentially undermine our national interest

C5. Please **rate the following China’s investments by sector / industry** that you think important for Malaysia:

***Please circle one answer

	Not important at all	Not very important	Important	Very important
	1	2	3	4
Manufacturing				
Infrastructure				
Railway	1	2	3	4
High Speed Railway	1	2	3	4
Port	1	2	3	4
Power Plant	1	2	3	4
Services				
ICT	1	2	3	4
Fintech	1	2	3	4
E-commerce	1	2	3	4

	Very inadequate	Inadequate	Adequate	Overinvestment
Property Development				
Klang Valley	1	2	3	4
Penang	1	2	3	4
Malacca	1	2	3	4
Johor Bahru	1	2	3	4

Section D – Government's/Chambers' Facilitation

D1. Please **rank the level of facilitation and support** rendered by the Government and Chamber to engage with China's investors:

	***Please circle one answer		
	Not supportive	Supportive	Very supportive
Government	1	2	3
Chambers / Associations	1	2	3

Rank / Scale: (1) Most important (2) Moderately important (3) Important (4) Somehow important (5) Least important

D2. Please **rank the following 5 initiatives** in order of importance to attract China investors. *(1 being the most important, 5 being the least important)*

- ☐ Participation in trade expo / fairs / trade missions
- ☐ Participation in business dialogue / matching sessions
- ☐ Engage or collaborate with government agencies (e.g. MATRADE, MIDA, etc.)
- ☐ Engaging private consultants
- ☐ Engaging crowdfunding websites (e.g. Zhongchou.com, Kickstarter, etc.)
- ☐ Other, please specify: _____

D3. Do you **benefit** from business matching session that organised by: *(Please answer both parties)*

(i) Government	(ii) Chambers / Associations
→ <input type="checkbox"/> Yes	→ <input type="checkbox"/> Yes
→ <input type="checkbox"/> No, please rank the following 5 reasons in order of importance. <i>(1 being the most important, 5 being the least important)</i>	→ <input type="checkbox"/> No, please rank the following 5 reasons in order of importance. <i>(1 being the most important, 5 being the least important)</i>
<input type="checkbox"/> Low participation rate <input type="checkbox"/> Lack of business facilitators <input type="checkbox"/> Mismatch of potential parties <input type="checkbox"/> No visible impact <input type="checkbox"/> Duration of business matching inadequate <input type="checkbox"/> Other: _____	<input type="checkbox"/> Low participation rate <input type="checkbox"/> Lack of business facilitators <input type="checkbox"/> Mismatch of potential parties <input type="checkbox"/> No visible impact <input type="checkbox"/> Duration of business matching inadequate <input type="checkbox"/> Other: _____
→ <input type="checkbox"/> Never participate, please rank the following 4 reasons in order of importance. <i>(1 being the most important, 4 being the least important)</i>	→ <input type="checkbox"/> Never participate, please rank the following 4 reasons in order of importance. <i>(1 being the most important, 4 being the least important)</i>
<input type="checkbox"/> Not aware of it <input type="checkbox"/> Different areas of interest <input type="checkbox"/> Don't believe it is effective <input type="checkbox"/> Not necessary / irrelevant <input type="checkbox"/> Other: _____	<input type="checkbox"/> Not aware of it <input type="checkbox"/> Different areas of interest <input type="checkbox"/> Don't believe it is effective <input type="checkbox"/> Not necessary / irrelevant <input type="checkbox"/> Other: _____

Section E – Promoting China’s investments in Malaysia

E1. Do you think there is sufficient number of association(s) or organisation(s) in promoting China’s investments in Malaysia? (*Please tick one only*)

- ☐ Very inadequate ☐ Inadequate
☐ Adequate ☐ Too many

E2. Are you aware of following associations or organisations involve in the promotion of bilateral Malaysia-China’s investment below?

National Chamber of Commerce and Industry of Malaysia (NCCIM) →

The Associated Chinese Chambers of Commerce & Industry of Malaysia (ACCCIM) →

Malaysia-China Chamber of Commerce (MCCC) →

China-ASEAN Business Association →

Malaysia-China Silk Road Entrepreneurs Association (MCSREA) →

Chinese Enterprises Association in Malaysia →

Malaysia-China Friendship Association (PPMC) →

ASEAN-China Economy and Trade Promotion Association →

Other, please specify: _____ →

Please state quality of their services			
Not aware	Not effective	Effective	Very effective
1	2	3	4
1	2	3	4
1	2	3	4
1	2	3	4
1	2	3	4
1	2	3	4
1	2	3	4
1	2	3	4

E3. Should the government consolidate all relevant agencies into a single unit agency dedicated to facilitate as well as promote China’s investments in Malaysia?

- ☐ Yes
☐ No

Rank / Scale: (1) Most important (2) Moderately important (3) Important (4) Somehow important (5) Least important

E4. Please **rank the following 5 measures / initiatives** in order of importance to strike a win-win deal with China’s investments in Malaysia. (*1 being the most important, 5 being the least important*)

- ☐ Local procurement policy to source domestic materials
☐ Negotiate to encourage China to buy more Malaysia’s commodities (e.g. palm oil, rubber, etc.)
☐ Encourage strategy tie-up with local SMEs
☐ GLCs involved in China-driven projects should give opportunities to competent domestic SMEs
☐ Encourage China to bring in more capital
☐ Encourage more high-end technology and technical skills collaboration
☐ Other, please specify: _____

*** Kindly fill in the following for a complimentary copy of Executive Summary of this survey.

Company Name :	_____	Respondent’s Name :	_____
Email address :	_____	Contact number :	_____
Location / State :	<input type="checkbox"/> Kuala Lumpur <input type="checkbox"/> Selangor <input type="checkbox"/> Terengganu <input type="checkbox"/> Penang <input type="checkbox"/> Johor <input type="checkbox"/> Pahang <input type="checkbox"/> Perlis <input type="checkbox"/> Malacca <input type="checkbox"/> Perak <input type="checkbox"/> Kedah <input type="checkbox"/> Kelantan <input type="checkbox"/> Sarawak <input type="checkbox"/> Sabah <input type="checkbox"/> Negeri Sembilan		

Disclaimer: The information you have provided in this survey will be treated in the strictest confidential.

~ Thank you very much for your cooperation ~

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调查问卷：中国在马来西亚的投资

马来西亚以其地利人和的优势吸引了许多来自中国的投资（中资）。目前，中国在马来西亚的投资如日中天，所涉领域亦非常广泛，当中包括公共交通、港口、制造业（钢铁、太阳能、纺织、电子及电器产品等）、房地产以及能源项目。

此调查问卷旨在收集马来西亚商家对中国投资者的看法、愿景及其所面临的挑战。调查问卷主要分为四个范围：一）商业愿景；二）感知利益；三）竞争风险；和四）政策措施。调查所获数据将用作研究马来西亚的中资课题。

请将填妥的调查问卷于 **2017 年 4 月 30 日前** 电邮至 serc@accimserc.com 或通过传真发到 (603) 4260 3118。如有任何询问，请通过 (603) 4260 3116 / 3119 联系吴江进先生或李顺泰先生。

-----免费赠送此调查报告摘要一份-----

*****若您有多项业务，请只选择最主要业务来回答以下所有问题。**

A – 商业背景

A1. 从事行业

- | | | | |
|--------------------------------|---------------------------------------|---|-------|
| <input type="checkbox"/> 物流 | <input type="checkbox"/> 资讯及通讯科技（请说明） | : | _____ |
| <input type="checkbox"/> 建筑 | <input type="checkbox"/> 制造（请说明） | : | _____ |
| <input type="checkbox"/> 采矿业 | <input type="checkbox"/> 农业（请说明） | : | _____ |
| <input type="checkbox"/> 批发及零售 | <input type="checkbox"/> 进出口贸易（请说明） | : | _____ |
| <input type="checkbox"/> 酒店与饮食 | <input type="checkbox"/> 专业服务（请说明） | : | _____ |
| <input type="checkbox"/> 房地发展 | <input type="checkbox"/> 其他，请说明 | : | _____ |

A2. 请填写销售 / 收入总额的分配：

- | | | |
|------|---|---------|
| 本地市场 | : | _____ % |
| 国外市场 | : | _____ % |

A3. 业务规模制造业

- ☐ 微型（销售额：RM300,000 以下）
- ☐ 小型（销售额：RM300,000 ~ < RM15 mil）
- ☐ 中型（销售额：RM15 mil ~ RM50 mil）
- ☐ 大型（销售额：RM50 mil 以上）

服务业及其他领域

- ☐ 微型（销售额：RM300,000 以下）
- ☐ 小型（销售额：RM300,000 ~ < RM3 mil）
- ☐ 中型（销售额：RM30 mil ~ RM20 mil）
- ☐ 大型（销售额：RM20 mil 以上）

A4. 全职员工人数

- ☐ 5 名以下 ☐ 5-29 ☐ 30-74 ☐ 75-199 ☐ 200 名以上

A5. 请填写员工人数的分配：

本地员工：_____ %

外国员工：_____ %

A6. 企业所有权 / 结构

- ☐ 土著 ☐ 非土著

*如果您的企业是合资企业，请填写：

本地股份：_____ % 国外股份：_____ %

B – 商业机会及展望**B1. 请问您的马来西亚业务有中国商业伙伴吗？**☐ 有**B2. 在哪个行业？**

- ☐ 贸易
- ☐ 房地发展
- ☐ 基本设施（港口，铁路等）
- ☐ 服务
- ☐ 其他，请说明：_____

B4. 请问您有以人民币（RMB）作为贸易结算货币吗？

- ☐ 有，大约 _____ % 的贸易额是以人民币结算

原因：_____

- ☐ 低交易成本
- ☐ 降低外汇风险和成本
- ☐ 获得折扣
- ☐ 其他，请说明：_____

- ☐ 没有，因为：

- ☐ 不知情 / 不熟悉如何运作
- ☐ 法规尚不明确
- ☐ 担忧人民币起伏不定
- ☐ 其他，请说明：_____

B3. 请说明与中国商业伙伴的贸易 / 投资额？贸易额投资额

- ☐ RM1 mil 以下 ☐ RM1 bil 以下
- ☐ RM1 mil ~ 2 mil ☐ RM1 bil ~ 3 bil
- ☐ < RM2 mil ~ 5 mil ☐ < RM3 bil ~ 10 bil
- ☐ RM5 mil 以上 ☐ RM10 bil 以上

按主要程度顺序排列：

- (1) 最主要 (2) 非常主要 (3) 主要
- (4) 不主要 (5) 最不主要

B5. 请按主要程度列出 5 项与中国商业伙伴合作的效益。（1 为最主要，5 为最不主要）

- ☐ 开拓市场
- ☐ 技术转移
- ☐ 资金注入
- ☐ 技能 / 专才
- ☐ 原料来源
- ☐ 其他，请说明：_____

B6. 请按主要程度列出 5 项与中国商业伙伴合作时所面临的挑战。（1 为最主要 / 具挑战，5 为最不主要）

- ☐ 商业文化上的差异
- ☐ 语言不通
- ☐ 对法规制度不熟悉
- ☐ 土地使用权
- ☐ 融资渠道
- ☐ 维持良好的商业关系和信任
- ☐ 其他，请说明：_____

☐ 没有, 但是有计划想要

B2. 在哪个行业?

☐ 贸易
 ☐ 房地发展
 ☐ 基本设施 (港口, 铁路等)
 ☐ 服务
 ☐ 其他, 请说明:

按主要程度顺序排列:

(1) 最主要 (2) 非常主要 (3) 主要

(4) 不主要 (5) 最不主要

B4. 请按主要程度列出 5 项与中国商业伙伴合作的效益。(1 为最主要, 5 为最不主要)

☐ 开拓市场
 ☐ 技术转移
 ☐ 资金注入
 ☐ 技能 / 专才
 ☐ 原料来源
 ☐ 其他, 请说明:

B5. 请按主要程度列出 5 项与中国商业伙伴合作时可能面临的挑战。(1 为最主要 / 具挑战, 5 为最不主要)

☐ 资料不足
 ☐ 缺乏合适的中国伙伴
 ☐ 语言不通

☐ 土地使用权
 ☐ 融资渠道
 ☐ 商业文化上的差异

☐ 其他, 请说明:

☐ 没有, 但是有计划使用人民币 (RMB) 作为贸易结算货币吗?

☐ 有, 大约 % 的贸易额将以人民币结算
 原因:

☐ 低交易成本
 ☐ 降低外汇风险和成本
 ☐ 获得折扣
 ☐ 其他, 请说明:

☐ 没有, 因为:

☐ 不知情 / 不熟悉如何运作
 ☐ 法规尚不明确
 ☐ 担忧人民币起伏不定
 ☐ 其他, 请说明:

☐ 没有任何计划与中国商家合作

按主要程度顺序排列: (1) 最主要 (2) 非常主要 (3) 主要 (4) 不主要 (5) 最不主要

B2. 请按主要程度列出 5 项不与中国商业伙伴合作的原因。(1 为最主要, 5 为最不主要)

☐ 本身生意规模较小
 ☐ 没有平台
 ☐ 缺乏合适的中国伙伴
 ☐ 担忧合作所带来的风险
 ☐ 商业文化上的差异
 ☐ 其他, 请说明:

B3. 目前, 请问您有其他国外的商业伙伴吗?

☐ 有, 如下:

☐ 新加坡
 ☐ 日本
 ☐ 泰国
 ☐ 美国
 ☐ 印尼
 ☐ 印度
 ☐ 其他, 请说明:

☐ 没有
 ☐ 其他, 请说明:

B4. 请按主要程度列出 5 项将促使或推动您与中国商家合作的原因。(1 为最主要, 5 为最不主要)

☐ 投资前景良好
 ☐ 政府援助或津贴
 ☐ 提高商业透明度
 ☐ 维持良好的关系和信任
 ☐ 政策的稳定性
 ☐ 解决风险观念的问题
 ☐ 其他, 请说明:

C – 评估中资对马来西亚的影响

C1. 请问您对中国在马来西亚的投资有什么看法。（请只选择一个答案）

- ☐ 乐观 ☐ 有利有弊
☐ 悲观 ☐ 不确定

按主要程度顺序排列： (1) 最主要 (2) 非常主要 (3) 主要 (4) 不主要 (5) 最不主要

C2. 请按主要程度列出 5 项中资对马来西亚的正面影响。

（1 为最主要 / 正面，5 为最不主要）

- ☐ 增加本地需求（在哪个领域？请说明：_____）
☐ 促进商机 / 扩展市场
☐ 科技转移
☐ 辅助国家经济和工业发展
☐ 提升本地就业机会
☐ 其他，请说明：_____

C3. 请按主要程度列出 5 项中资对马来西亚的负面影响。

（1 为最主要 / 负面，5 为最不主要）

- ☐ 本地企业将面临过于严峻的竞争环境
☐ 市场占有率缩小
☐ 本地就业机会减少
☐ 本地中小型企业遭到淘汰
☐ 对国家利益造成威胁
☐ 其他，请说明：_____

C4. 请问您对目前在马来西亚的中资有什么看法？（请只选择一个答案）

<input type="checkbox"/> 不可或缺的伙伴 利用一带一路所提供的资金来协助马来西亚促进经济的发展和转型	<input type="checkbox"/> 重要的伙伴 中国作为全球经济强国之一，马来西亚应该与中国加强双边关系，使马来西亚成为中国到东盟的桥头堡	<input type="checkbox"/> 适当的伙伴 朝向吸引中资的正确方向，但是必须要管理妥当才能与中国达成一个双赢的局面	<input type="checkbox"/> 不是很重要的伙伴 继续与中国合作，但不过度依赖一个国家以免造成集中风险，并可能损害马来西亚的利益
--	--	--	---

C5. 请评估马来西亚中资在以下行业的重要程度 / 充足性：

***请在每一行只选择一个答案

	完全不重要	不是很重要	重要	非常重要
制造业	1	2	3	4
基础设施				
普通铁路	1	2	3	4
高速铁路（高铁）	1	2	3	4
港口	1	2	3	4
发电厂	1	2	3	4
服务业				
资讯及通讯科技	1	2	3	4
金融科技	1	2	3	4
电子商务	1	2	3	4

	非常不充足	不充足	适当	过度投资
房地发展				
巴生谷	1	2	3	4
檳城	1	2	3	4
马六甲	1	2	3	4
新山	1	2	3	4

D – 政府和商会的角色

D1. 请评估政府和商会在吸引中国投资者上所提供的支持程度：

	***请在每一行只选择一个答案		
	不是很支持	支持	非常支持
政府	1	2	3
商会	1	2	3

按主要程度顺序排列：(1) 最主要 (2) 非常主要 (3) 主要 (4) 不主要 (5) 最不主要

D2. 请按主要程度列出 5 个您觉得以怎样的活动或方式最能吸引中国投资者。

(1 为最主要, 5 为最不主要)

- ☐ 参与贸易博览 / 展览 / 考察团 (Expo / fair / mission)
- ☐ 参与商业对话 / 对接会 (Business dialogue / matching)
- ☐ 寻求政府机构合作 (例如: MATRADE, MIDA)
- ☐ 聘请私人顾问
- ☐ 通过众筹网站 (例如: 中国众筹网, Kickstarter)
- ☐ 其他, 请说明: _____

D3. 请问您的企业有从对接会(Business matching)里获益吗? (请对以下两方都作答)

(i) 政府举办的对接会	(ii) 商会举办的对接会
→ <input type="checkbox"/> 有	→ <input type="checkbox"/> 有
→ <input type="checkbox"/> 没有, 请按主要程度列出 5 项原因。 (1 为最主要, 5 为最不主要)	→ <input type="checkbox"/> 没有, 请按主要程度列出 5 项原因。 (1 为最主要, 5 为最不主要)
<input type="checkbox"/> 参与率偏低 <input type="checkbox"/> 缺乏专业协调方 <input type="checkbox"/> 无法配对到有潜能的伙伴 <input type="checkbox"/> 没有明显的效果 <input type="checkbox"/> 商业配对时间太短促 <input type="checkbox"/> 其他, 请说明: _____	<input type="checkbox"/> 参与率偏低 <input type="checkbox"/> 缺乏专业协调方 <input type="checkbox"/> 无法配对到有潜能的伙伴 <input type="checkbox"/> 没有明显的效果 <input type="checkbox"/> 商业配对时间太短促 <input type="checkbox"/> 其他, 请说明: _____
→ <input type="checkbox"/> 从没参加, 请按主要程度列出 4 项原因。 (1 为最主要, 4 为最不主要)	→ <input type="checkbox"/> 从没参加, 请按主要程度列出 4 项原因。 (1 为最主要, 4 为最不主要)
<input type="checkbox"/> 完全不知情 / 不熟悉 <input type="checkbox"/> 没有适合的商业对接会 <input type="checkbox"/> 不相信对接会可行或有效 <input type="checkbox"/> 觉得完全不需要 / 没有关联 <input type="checkbox"/> 其他, 请说明: _____	<input type="checkbox"/> 完全不知情 / 不熟悉 <input type="checkbox"/> 没有适合的商业对接会 <input type="checkbox"/> 不相信对接会可行或有效 <input type="checkbox"/> 觉得完全不需要 / 没有关联 <input type="checkbox"/> 其他, 请说明: _____

E – 促进中国在马来西亚的投资

E1. 请问目前各商会或协会的数量是否足够招来中国的投资？（请只选择一个答案）

- ☐ 非常不足 ☐ 不足
☐ 足够 ☐ 过多

E2. 请问您是否知道以下的商会或协会正在促进马中双方的投资项目？

马来西亚全国工商总会（NCCIM）

→

马来西亚中华总商会（中总，ACCCIM）

→

马来西亚-中国总商会（MCCC）

→

中国-东盟商务理事会

→

马来西亚中国丝绸之路企业家协会（MCSREA）

→

中资企业（马来西亚）协会

→

马中友好协会（PPMC）

→

东盟-中国经济贸易促进会

→

其他，请说明：_____

→

请评估商会或协会的效率

不知情 不够效率 有效率 很有效率

1 2 3 4

1 2 3 4

1 2 3 4

1 2 3 4

1 2 3 4

1 2 3 4

1 2 3 4

1 2 3 4

1 2 3 4

1 2 3 4

E3. 请问您是否觉得政府应该统一相关机构来促进中资进入马来西亚？

- ☐ 应该
☐ 不应该

按主要程度顺序排列： (1) 最主要 (2) 非常重要 (3) 主要 (4) 不主要 (5) 最不主要

E4. 请按主要程度列出 5 项措施或行动来达成与中国在马来西亚投资的双赢局面。

（1 为最主要，5 为最不主要）

- ☐ 实行本地采购政策
☐ 通过协商鼓励中国购买更多马来西亚商品（如：棕油和橡胶）
☐ 促进中国企业与马来西亚中小型企业合作
☐ 参与中国投资项目的官联公司需给予马来西亚中小型企业发展机会
☐ 寻求中国注入资金
☐ 鼓励引进更多高端科技以及技术技能的合作
☐ 其他，请说明：_____

***请填写以下所有资料，本中心将免费提供此调查报告摘要。

公司名称：_____ 您的姓名：_____
 电邮地址：_____ 电话号码：_____
 所在州属：
☐ 吉隆坡 ☐ 雪兰莪 ☐ 登嘉楼 ☐ 檳城 ☐ 柔佛
☐ 彭亨 ☐ 玻璃市 ☐ 马六甲 ☐ 霹靂 ☐ 吉打
☐ 吉兰丹 ☐ 砂拉越 ☐ 沙巴 ☐ 森美兰

免责声明：您对此调查所提供的信息将被绝对保密。

~ 感谢您的参与 ~

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Soal Selidik Kajian: Pelaburan China di Malaysia

Malaysia berjaya menarik kemasukan beberapa pelaburan besar daripada syarikat China dan momentum pelaburan di kalangan usahawan China semakin merancak. Susulan perkembangan ini, kehadiran pelaburan China di Malaysia amat ketara, merangkumi pelbagai sektor and industri termasuk projek-projek pembangunan infrastruktur, pelabuhan, pembuatan (keluli, kuasa solar, tekstil, barangan elektrik dan elektronik), hartanah dan bahan tenaga.

Kaji selidik ini bertujuan untuk meninjau dan mengumpul maklumat mengenai pandangan dan inspirasi syarikat-syarikat Malaysia terhadap pelaburan China serta cabaran yang dihadapi semasa berurusan dengan pelabur dari China. Soal selidik ini mengandungi soalan-soalan yang berkaitan dengan empat dimensi, iaitu dari segi aspirasi syarikat; manfaat yang dijangka; persaingan yang dihadapi; serta dasar dan sokongan dari pihak kerajaan. Maklumat yang diperolehi dari soal selidik ini akan digunakan dalam analisis kami bagi tujuan penyediaan laporan mengenai halatuju pelaburan China di Malaysia.

Kami memohon kerjasama anda untuk mengembalikan borang soal selidik yang lengkap diisi kepada serc@accimserc.com atau faks no. (603) 4260 3118 **sebelum 30 April 2017**. Sekiranya anda mempunyai sebarang pertanyaan, sila hubungi **En. Goh Kong Jun** atau **En. Lee Soon Thye** di talian **(603) 4260 3116 / 3119**.

-----Ringkasan Eksekutif tinjauan ini akan diedarkan kepada responden yang berminat.-----

***Sila huraikan jenis perniagaan yang utama.

Bahagian A – Profil Perniagaan

A1. Sektor / Industri

<input type="checkbox"/> Logistik	<input type="checkbox"/> ICT (<i>sila nyatakan jenis</i>)	:	_____
<input type="checkbox"/> Pembinaan	<input type="checkbox"/> Pembuatan (<i>sila nyatakan jenis</i>)	:	_____
<input type="checkbox"/> Perlombongan	<input type="checkbox"/> Pertanian (<i>sila nyatakan jenis</i>)	:	_____
<input type="checkbox"/> Borong & Runcit	<input type="checkbox"/> Import-Eksport (<i>sila nyatakan jenis</i>)	:	_____
<input type="checkbox"/> Restoran & Hotel	<input type="checkbox"/> Perkhidmatan Profesional (<i>sila nyatakan</i>)	:	_____
<input type="checkbox"/> Hartanah	<input type="checkbox"/> Lain-lain, sila nyatakan	:	_____

A2. Sila nyatakan orientasi hasil jualan atau jumlah pendapatan syarikat daripada :

Pasaran tempatan : _____%

Pasaran luar negara : _____%

A3. Saiz operasi :

Sektor Pembuatan:

- ☐ Mikro (Jualan tahunan : < RM300,000)
- ☐ Kecil
(Jualan tahunan : RM300,000 hingga < RM15 juta)
- ☐ Sederhana
(Jualan tahunan : RM15 juta hingga ≤ RM50 juta)
- ☐ Besar (Jualan tahunan : > RM50 juta)

Perkhidmatan dan sektor lain:

- ☐ Mikro (Jualan tahunan : < RM300,000)
- ☐ Kecil
(Jualan tahunan : RM300,000 hingga < RM3 juta)
- ☐ Sederhana
(Jualan tahunan : RM3 juta hingga ≤ RM20 juta)
- ☐ Besar (Jualan tahunan : > RM20 juta)

A4. Bilangan pekerja **sempurna** masa:

- ☐ < 5 ☐ 5-29 ☐ 30-74 ☐ 75-199 ☐ 200 atau lebih

A5. Komposisi guna tenaga:

Pekerja tempatan : _____% Pekerja asing : _____%

A6. Milikan perniagaan:

- ☐ Bumiputera ☐ Bukan Bumiputera

* Jika sebuah syarikat usahasama, sila nyatakan ekuiti :

Tempatan : _____% Asing : _____%

Bahagian B – Prestasi & Prospek Perniagaan

B1. Adakah syarikat anda mempunyai rakan niaga daripada negara China?

☐ **YA** →

B2. Nyatakan jenis perniagaan

- ☐ Import - Eksport
- ☐ Hartanah
- ☐ Infrastruktur (pelabuhan, rel, dll)
- ☐ Perkhidmatan
- ☐ Lain-lain, sila nyatakan : _____

B3. Anggaran nilai jualan / pelaburan dengan rakan niaga dari China?

Import-Eksport

- ☐ < RM1 juta
- ☐ RM1~2 juta
- ☐ > RM2~5 juta
- ☐ > RM5 juta

Nilai Pelaburan

- ☐ < RM1 bilion
- ☐ RM1~3 bilion
- ☐ >RM3~10 bilion
- ☐ > RM10 bilion

Turutan / Skala:

- (1) Paling utama (2) Sangat utama (3) Utama
(4) Kurang utama (5) Paling kurang utama

B4. Adakah renminbi (RMB) digunakan dalam transaksi?

☐ **YA**, sebanyak _____% dari jumlah jualan. Sebab :

- ☐ Jimatkan kos urusniaga
- ☐ Mengurangan risiko dan kos dalam tukaran wang asing
- ☐ Dapat diskaun
- ☐ Lain-lain, sila nyatakan : _____

☐ **TIDAK**, sebab :

- ☐ Tidak biasa / Tidak arif
- ☐ Peraturan kurang jelas
- ☐ Turun naik nilai RMB yang tidak menentu
- ☐ Lain-lain, sila nyatakan : _____

B5. Apakah **5 manfaat** dari usahasama dengan rakan niaga dari China? (*Sila nilai / rank mengikut turutan kepentingan - 1 paling utama, 5 paling kurang utama*)

- ☐ Akses kepada pasaran
- ☐ Pemindahan teknologi baru
- ☐ Suntikan modal atau dana
- ☐ Kemahiran / kepakaran
- ☐ Sumber bahan mentah / input
- ☐ Lain-lain, sila nyatakan : _____

B6. Sila nyatakan **5 kekangan** yang dihadapi semasa berurusan dengan negara China. (*Sila nilai / rank mengikut turutan kepentingan - 1 paling utama, 5 paling kurang utama*)

- ☐ Budaya perniagaan yang berbeza ☐ Akses kepada milikan tanah
- ☐ Kemampuan bahasa / komunikasi ☐ Pembiayaan kewangan
- ☐ Kurang arif dengan kawan selia ☐ Mengekalkan hubungan dan kepercayaan
- ☐ Lain-lain, sila nyatakan : _____

<input type="checkbox"/> TIADA, tapi berminat dan dalam rancangan →	<p>B2. Nyatakan jenis perniagaan?</p> <div style="border: 1px solid black; padding: 5px;"> <input type="checkbox"/> Import - Eksport <input type="checkbox"/> Hartanah <input type="checkbox"/> Infrastruktur (pelabuhan, rel, dll) <input type="checkbox"/> Perkhidmatan <input type="checkbox"/> Lain-lain: _____ </div> <div style="border: 1px solid black; padding: 5px; margin-top: 5px;"> <p>Turutan / Skala: (1) Paling utama (2) Sangat utama (3) Utama (4) Kurang utama (5) Paling kurang utama</p> </div> <p>B4. Apakah 5 manfaat dari usahasama dengan rakan niaga dari China? <i>(Sila nilai / rank mengikut turutan kepentingan - 1 paling utama, 5 paling kurang utama)</i></p> <div style="border: 1px solid black; padding: 5px;"> <input type="checkbox"/> Akses kepada pasaran <input type="checkbox"/> Pemindahan teknologi <input type="checkbox"/> Suntikan modal atau dana <input type="checkbox"/> Kemahiran / kepakaran <input type="checkbox"/> Sumber bahan mentah / input <input type="checkbox"/> Lain-lain: _____ </div>	<p>B3. Adakah anda merancang untuk menggunakan matawang RMB dalam transaksi?</p> <p><input type="checkbox"/> YA, sebanyak ____% dari jumlah jualan</p> <p>Sebab :</p> <div style="border: 1px solid black; padding: 5px;"> <input type="checkbox"/> Jimat kos urusaniaga <input type="checkbox"/> Mengurangkan risiko dan kos dalam tukaran wang asing <input type="checkbox"/> Dapat diskaun <input type="checkbox"/> Lain-lain, sila nyatakan : _____ </div> <p><input type="checkbox"/> TIDAK, sebab :</p> <div style="border: 1px solid black; padding: 5px;"> <input type="checkbox"/> Tidak biasa / Tidak arif <input type="checkbox"/> Peraturan kurang jelas <input type="checkbox"/> Turun naik nilai RMB yang tidak menentu <input type="checkbox"/> Lain-lain, sila nyatakan : _____ </div>
<p>B5. Berikut merupakan 5 kekangan atau isu yang mungkin dihadapi bila berurusan-niaga dengan negara China. <i>(Sila nilai / rank mengikut turutan kepentingan - 1 paling utama, 5 paling kurang utama)</i></p> <div style="display: flex; justify-content: space-between;"> <div style="width: 48%;"> <input type="checkbox"/> Kurang maklumat <input type="checkbox"/> Kesukaran mencari rakan yang sepadan <input type="checkbox"/> Kemahiran berbahasa Cina <input type="checkbox"/> Lain-lain, sila nyatakan : _____ </div> <div style="width: 48%;"> <input type="checkbox"/> Akses kepada milikan tanah <input type="checkbox"/> Pembiayaan kewangan <input type="checkbox"/> Budaya perniagaan yang berbeza </div> </div>		
<input type="checkbox"/> TIADA, dan tidak berminat →	<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> <p>Turutan / Skala: (1) Paling utama (2) Sangat utama (3) Utama (4) Kurang utama (5) Paling kurang utama</p> </div> <div style="display: flex;"> <div style="width: 50%; padding-right: 10px;"> <p>B2. Mengapa anda tidak berminat berusahasama dengan rakan niaga dari negara China. <i>(Sila nilai / rank mengikut turutan kepentingan - 1 paling utama, 5 paling kurang utama)</i></p> <div style="border: 1px solid black; padding: 5px;"> <input type="checkbox"/> Saiz perniagaan masih kecil <input type="checkbox"/> Tiada rangkaian perniagaan <input type="checkbox"/> Belum ada rakan yang sesuai <input type="checkbox"/> Tanggapan terhadap risiko <input type="checkbox"/> Budaya perniagaan yang berbeza <input type="checkbox"/> Lain-lain, sila nyatakan: _____ </div> </div> <div style="width: 50%;"> <p>B3. Buat masa kini, adakah anda berurusan-niaga dengan rakan niaga dari luar negara?</p> <p><input type="checkbox"/> YA, dari:</p> <div style="display: flex; justify-content: space-between;"> <div> <input type="checkbox"/> Singapura <input type="checkbox"/> Thailand <input type="checkbox"/> Indonesia <input type="checkbox"/> Hong Kong <input type="checkbox"/> Lain-lain: _____ </div> <div> <input type="checkbox"/> Jepun <input type="checkbox"/> USA <input type="checkbox"/> India </div> </div> <p><input type="checkbox"/> No</p> </div> </div> <div style="border: 1px solid black; padding: 5px; margin-top: 5px;"> <p>B4. Berikut adalah 5 sebab yang mungkin mendorong minat syarikat anda dalam usahasama dengan rakan niaga dari China. <i>(Sila nilai / rank mengikut turutan kepentingan - 1 paling utama, 5 paling kurang utama)</i></p> <div style="display: flex; justify-content: space-between;"> <div style="width: 48%;"> <input type="checkbox"/> Prospek pelaburan <input type="checkbox"/> Ketelusan perniagaan <input type="checkbox"/> Kestabilan polisi kerajaan <input type="checkbox"/> Lain-lain, sila nyatakan : _____ </div> <div style="width: 48%;"> <input type="checkbox"/> Insentif atau sokongan kerajaan <input type="checkbox"/> Mengekalkan hubungan dan kepercayaan <input type="checkbox"/> Menangani persepsi terhadap risiko </div> </div> </div>	

Bahagian C – Sentimen terhadap Pelaburan China di Malaysia

C1. Apakah persepsi anda tentang kesan pelaburan China di Malaysia? (*Tandakan satu jawapan sahaja*)

- ☐ Optimistik
 ☐ Kurang optimistik dan kurang pesimistik
☐ Pesimistik
 ☐ Tidak pasti

Turutan / Skala:

(1) Paling utama (2) Sangat utama (3) Utama (4) Kurang utama (5) Paling kurang utama

C2. Berikut adalah **5 impak positif** ekoran dari pelaburan China di Malaysia.

(*Sila nilai / rank mengikut turutan kepentingan - 1 paling utama, 5 paling kurang utama*)

- ☐ Meningkatkan permintaan produk tempatan (*sila nyatakan industri : _____*)
☐ Pengembangan perniagaan dan akses pasaran
☐ Pemindahan teknologi dan kemahiran
☐ Pembangunan ekonomi dan industri negara
☐ Merangsang peluang pekerjaan tempatan
☐ Lain-lain, sila nyatakan : _____

C3. Berikut adalah **5 cabaran dan isu** yang dihadapi akibat kemasukan dana dan pelaburan China.

(*Sila nilai / rank mengikut turutan kepentingan - 1 paling utama, 5 paling kurang utama*)

- ☐ Ancaman terhadap perniagaan tempatan melalui daya saing
☐ Syer pasaran terjejas
☐ Pengurangan peluang pekerjaan untuk penduduk tempatan
☐ Menggugat kedudukan PKS menerusi saingan sengit
☐ Potensi pelaburan mungkin bercanggahan dengan kepentingan negara
☐ Lain-lain, sila nyatakan : _____

C4. Apa pandangan anda tentang kewujudan pelaburan China di Malaysia? (*Tandakan satu jawapan sahaja*)

<input type="checkbox"/> Rakan yang tidak boleh diketepikan	<input type="checkbox"/> Rakan penyumbang	<input type="checkbox"/> Mencukupi	<input type="checkbox"/> Tidak begitu penting
Sumber kewangan besar China di bawah inisiatif “One Belt and One Road” boleh membantu mempercepat pertumbuhan ekonomi dan transformasi negara kita	Hubungan kerjasama perlu diperkukuhkan bagi meraih manfaat dari keunggulan China sebagai kuasa ekonomi global. Malaysia boleh berfungsi sebagai pintu gerbang penting untuk China ke ASEAN.	Langkah strategik menarik pelaburan China, tetapi mesti ada keseimbangan dan wujudnya manfaat dua-hala menerusi pelaburan bersepadu	Trend peningkatan ketara yang berterusan perlu dipantau sebab dasar terlalu bergantung kepada China boleh membawa risiko yang berpotensi menjejaskan kepentingan negara

C5. Sila nilai pelaburan-pelaburan China berikut mengikut tahap kepentingan.

*** (*Tandakan satu jawapan sahaja bagi setiap pelaburan*)

	Tidak penting	Kurang penting	Penting	Sangat penting
Sektor Pembuatan	1	2	3	4
Pembinaan Infrastruktur				
Projek landasan keretapi (ECLR)	1	2	3	4
Rel Berkelajuan Tinggi (HSR)	1	2	3	4
Projek Pelabuhan	1	2	3	4
Loji penjanaan kuasa	1	2	3	4
Sektor Perkhidmatan				
ICT	1	2	3	4
FinTech	1	2	3	4
E-dagang	1	2	3	4

	Sangat tidak mencukupi	Tidak mencukupi	Mencukupi	Melangkaui
<u>Pembangunan Hartanah</u>				
Lembah Klang	1	2	3	4
Pulau Pinang	1	2	3	4
Melaka	1	2	3	4
Johor Bahru	1	2	3	4

Bahagian D – Fasilitasi dari Pihak Kerajaan dan Dewan Perniagaan

D1. Sila nyatakan tahap sokongan yang disalurkan oleh Kerajaan dan Dewan Perniagaan dalam perkara berkaitan dengan pelaburan dari negara China. ****(Tandakan satu jawapan sahaja)*

	Tiada sokongan	Menyokong	Sangat menyokong
Pihak Kerajaan	1	2	3
Dewan Perniagaan	1	2	3

Turutan / Skala:

(1) Paling utama (2) Sangat utama (3) Utama (4) Kurang utama (5) Paling kurang utama

D2. Berikut adalah 5 inisiatif menarik minat pelabur China ke Malaysia.

(Sila nilai / rank mengikut turutan kepentingan - 1 paling utama, 5 paling kurang utama)

- ☐ Penyertaan dalam ekspo perdagangan dan misi pelaburan
- ☐ Penglibatan dalam dialog perniagaan / sesi “Business-matching”
- ☐ Kerjasama dengan agensi kerajaan (e.g. MATRADE, MIDA, dsb.)
- ☐ Melantik wakil perunding khidmat nasihat (*consultant*)
- ☐ Menggunakan laman web *crowdfunding* (e.g. Zhongchou.com, Kickstarter, dsb.)
- ☐ Lain-lain, sila nyatakan : _____

D3. Adakah anda mendapat manfaat daripada “Business-Matching” yang dianjurkan oleh...

(i) Pihak Kerajaan	(ii) Dewan Perniagaan
→ <input type="checkbox"/> YA.	→ <input type="checkbox"/> YA.
→ <input type="checkbox"/> TIDAK. Berikut adalah <u>5 sebab</u> . <i>(Sila nilai / rank mengikut turutan kepentingan - 1 paling utama, 5 paling kurang utama)</i>	→ <input type="checkbox"/> TIDAK. Berikut adalah <u>5 sebab</u> . <i>(Sila nilai / rank mengikut turutan kepentingan - 1 paling utama, 5 paling kurang utama)</i>
<input type="checkbox"/> Kurang sambutan <input type="checkbox"/> Had keupayaan fasilitator <input type="checkbox"/> Ketidakpadanan pihak tersebut <input type="checkbox"/> Tiada impak yang jelas <input type="checkbox"/> Masa untuk rundingan terhad <input type="checkbox"/> Lain-lain : _____	<input type="checkbox"/> Kurang sambutan <input type="checkbox"/> Had keupayaan fasilitator <input type="checkbox"/> Ketidakpadanan pihak tersebut <input type="checkbox"/> Tiada impak yang jelas <input type="checkbox"/> Masa untuk rundingan terhad <input type="checkbox"/> Lain-lain : _____
→ <input type="checkbox"/> Tidak pernah menyertai. Berikut adalah <u>4 sebab</u> . <i>(Sila nilai / rank mengikut turutan kepentingan - 1 paling utama, 4 paling kurang utama)</i>	→ <input type="checkbox"/> Tidak pernah menyertai. Berikut adalah <u>4 sebab</u> . <i>(Sila nilai / rank mengikut turutan kepentingan - 1 paling utama, 4 paling kurang utama)</i>
<input type="checkbox"/> Tidak pernah ambil tahu <input type="checkbox"/> Di luar bidang tumpuan utama <input type="checkbox"/> Kurang yakin sesi sedemikian berkesan <input type="checkbox"/> Tidak penting / Tidak diperlukan <input type="checkbox"/> Lain-lain : _____	<input type="checkbox"/> Tidak pernah ambil tahu <input type="checkbox"/> Di luar bidang tumpuan utama <input type="checkbox"/> Kurang yakin sesi sedemikian berkesan <input type="checkbox"/> Tidak penting / Tidak diperlukan <input type="checkbox"/> Lain-lain : _____

Bahagian E – Promosi Pelaburan China di Malaysia

E1. Menurut pendapat anda, adakah bilangan agensi-agensi yang mempromosikan pelaburan China di Malaysia mencukupi? (*Tandakan satu jawapan sahaja*)

- ☐ Sangat tidak mencukupi ☐ Tidak mencukupi
☐ Mencukupi ☐ Terlalu banyak

E2. Apakah yang anda tahu tentang pertubuhan-pertubuhan berikut yang terlibat dalam aktiviti-aktiviti promosi pelaburan dua hala Malaysia-China :

National Chamber of Commerce and Industry of Malaysia (NCCIM) →

The Associated Chinese Chambers of Commerce & Industry of Malaysia (ACCCIM) →

Malaysia-China Chamber of Commerce (MCCC) →

China-ASEAN Business Association →

Malaysia-China Silk Road Entrepreneurs Association (MCSREA) →

Chinese Enterprises Association in Malaysia →

Malaysia-China Friendship Association (PPMC) →

ASEAN-China Economy and Trade Promotion Association →

Lain-lain, sila nyatakan : _____ →

Sila nyatakan keberkesanan perkhidmatan				
Tidak tahu	Tidak efektif	Efektif	Sangat efektif	
1	2	3	4	
1	2	3	4	
1	2	3	4	
1	2	3	4	
1	2	3	4	
1	2	3	4	
1	2	3	4	
1	2	3	4	

E3. Patutkah agensi-agensi yang berkaitan disatukan sebagai satu agensi tunggal yang didedikasikan untuk memudahkan kerja-kerja mempromosikan pelaburan China di Malaysia?

- ☐ Ya
☐ Tidak perlu

Turutan / Skala:

(1) Paling utama (2) Sangat utama (3) Utama (4) Kurang utama (5) Paling kurang utama

E4. Berikut adalah **5 inisiatif** berikut dalam pengurusan pelaburan China di Malaysia.

(*Sila nilai / rank mengikut turutan kepentingan - 1 paling utama, 5 paling kurang utama*)

- ☐ Dasar perolehan menggunakan sumber bahan-bahan tempatan yang sedia ada
☐ Menggalakkan lebih eksport dari Malaysia ke China melalui komoditi minyak sawit, getah, dsb.
☐ Menggalakkan strategi ikatan dengan PKS tempatan
☐ GLC yang terlibat dalam projek usahasama China harus memberi peluang kepada PKS tempatan yang kompeten
☐ Menggalakkan China membawa masuk lebih banyak modal
☐ Menggalakkan lebih banyak teknologi canggih dan kerjasama kemahiran teknikal
☐ Lain-lain, sila nyatakan : _____

***Sila isikan maklumat berikut untuk salinan percuma Ringkasan Eksekutif tinjauan ini.

Nama syarikat : _____ Nama responden : _____
 E-mel : _____ Tel. : _____
 Lokasi / Negeri :
 ☐ Kuala Lumpur
 ☐ Selangor
 ☐ Terengganu
 ☐ Penang
 ☐ Johor
☐ Pahang
☐ Perlis
☐ Malacca
☐ Perak
☐ Kedah
☐ Kelantan
☐ Sarawak
☐ Sabah
☐ Negeri Sembilan

Maklumbalas anda adalah **SULIT** dan segala maklumat yang diberikan adalah untuk kegunaan SERC sahaja.

~ Terima kasih di atas penyertaan anda dalam kaji soal selidik ini ~



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