

# MDBC

Malaysian Dutch Business Council

## Meet & Greet MDBC Members



## Introduction

Foremost a Membership Organisation

Also seen as Bilateral Chamber of Commerce, or  
Trade & Investment Support Organisation

Founded in 1996, now between 250 - 300 members

Most important roles of MDBC:

1. Business Services
2. Representation
3. Networking



## Members Community

- 280 members (95% corporate)
- MNCs - SMEs - Sole Proprietors, Entrepreneurs  
Diversified conglomerates  
Government - linked
- Dutch, Malaysian, and other nationalities
- Widest variety of sectors:  
Agriculture & Timber, Automotive, Aviation, Chemicals,  
Construction & Infrastructure, Corporate Services (Finance / HR / Legal),  
Education, Consultancy & Services, FMCG / F&B, Hospitality & Tourism,  
ICT, Logistics / SCM, Manufacturing, Oil & Gas & Power, Trading.

## MDBC Members: Dutch (-linked) MNCs operating in Malaysia



## MDBC Members: Dutch “SMEs” operating in Malaysia (some examples)



**MDBC Members:**

**Malaysian organisations with Dutch connections (some examples)**



**Plantation**



**KUALA LUMPUR KEPONG BERHAD**



Automotive Holdings Berhad



**NL – based organisations (some examples)**



**(+ 12 Dutch Universities)**

**And variety of other Malaysian and other examples:**





## MDBC Members: Service Providers - Malaysian, Dutch & others

**Company Secretariat**  
**Immigration & Visa**  
**Logistics & SCM**  
**Hotels, Hospitality and F&B**  
**Relocation**  
**Printing & Photography**  
**Premiums, Merchandise**  
**ICT & Cybersecurity**  
**Strategy & Change Management**  
**Car & car rental**

**Audit, Tax, Valuation**  
**Real Estate & Office Space**  
**Legal**  
**Cultural competence**  
**Green Building**  
**Education & Training**  
**IP**  
**App Development**  
**Office Furniture**  
**Debt collection**

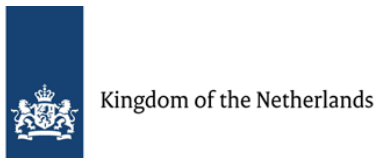
**HR & Recruitment**  
**Banking**  
**Branding, Design, PR**  
**Exhibitions**  
**Travel, Airline**  
**Governance**  
**CSR**  
**Revenue Consulting**  
**Interior Design**  
**Telecomm & Internet**

*“MDBC is like the Yellow Pages!”*

*“MDBC is a 1-stop centre for your SOFT LANDING!”*



## The MDBC Network (external):



## OTHER CHAMBERS & ASSOCIATIONS IN MALAYSIA

European Chambers  
AMCHAM

FMM  
MABC Australia

MICCI  
JACTIM / KOCHAM

## ASEAN DUTCH CHAMBER NETWORK

DUTCHCHAM (SINGAPORE)  
DCCP (PHILIPPINES)

DBAV (VIETNAM)  
MDBC (MALAYSIA)

DBN (INDONESIA)  
NTCC (THAILAND)





## The MDBC Network: MDBC Partners include the Main Malaysian Agencies



**MINISTRY OF  
INVESTMENT, TRADE AND INDUSTRY**



**Ministry of Investment Trade & Industry (MITI), its main agencies and several State agencies; most of which are also MDBC members.**

**The MDBC Network: MDBC Partners include other main Malaysian agencies  
(all of these are MDBC members / stakeholders)**

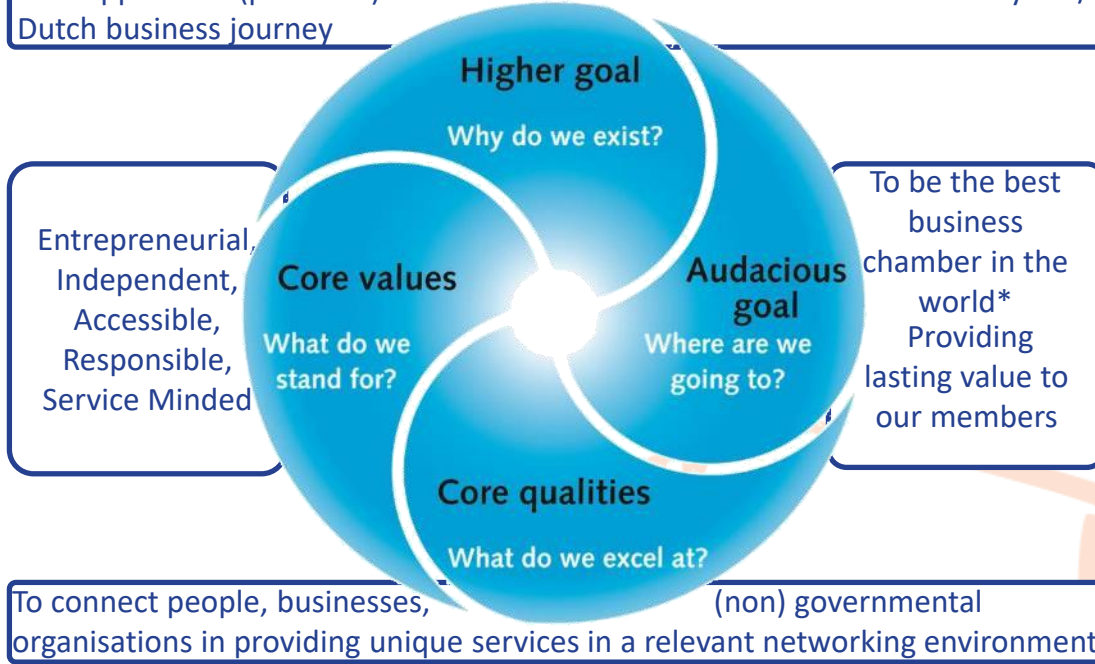


**TalentCorp**  
ATTRACT • NURTURE • RETAIN



# Strategy 2019 - 2024

We support our (potential) members to be more successful on their Malaysian/Dutch business journey



**STAKEHOLDERS** (who do we serve?)

- Strengthen the stakeholder base
- Increase stakeholder engagement & satisfaction

**SERVICES** (what do we offer?)

- Elevate awareness of MDBC services
- Strengthen the value proposition
  - Organise high quality events
  - Create business development opportunities/exposure for members

**INTERNAL PROCESSES** (how do we do it?)

- Building a high performing team
- Create well structured & organised processes

**FINANCE** (how do we ensure a healthy financial basis?)

- Maintain financial sustainability
- Ensure economic advantageous procurement

## Strategy 2019 - 2024: defining audacious goal



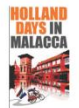
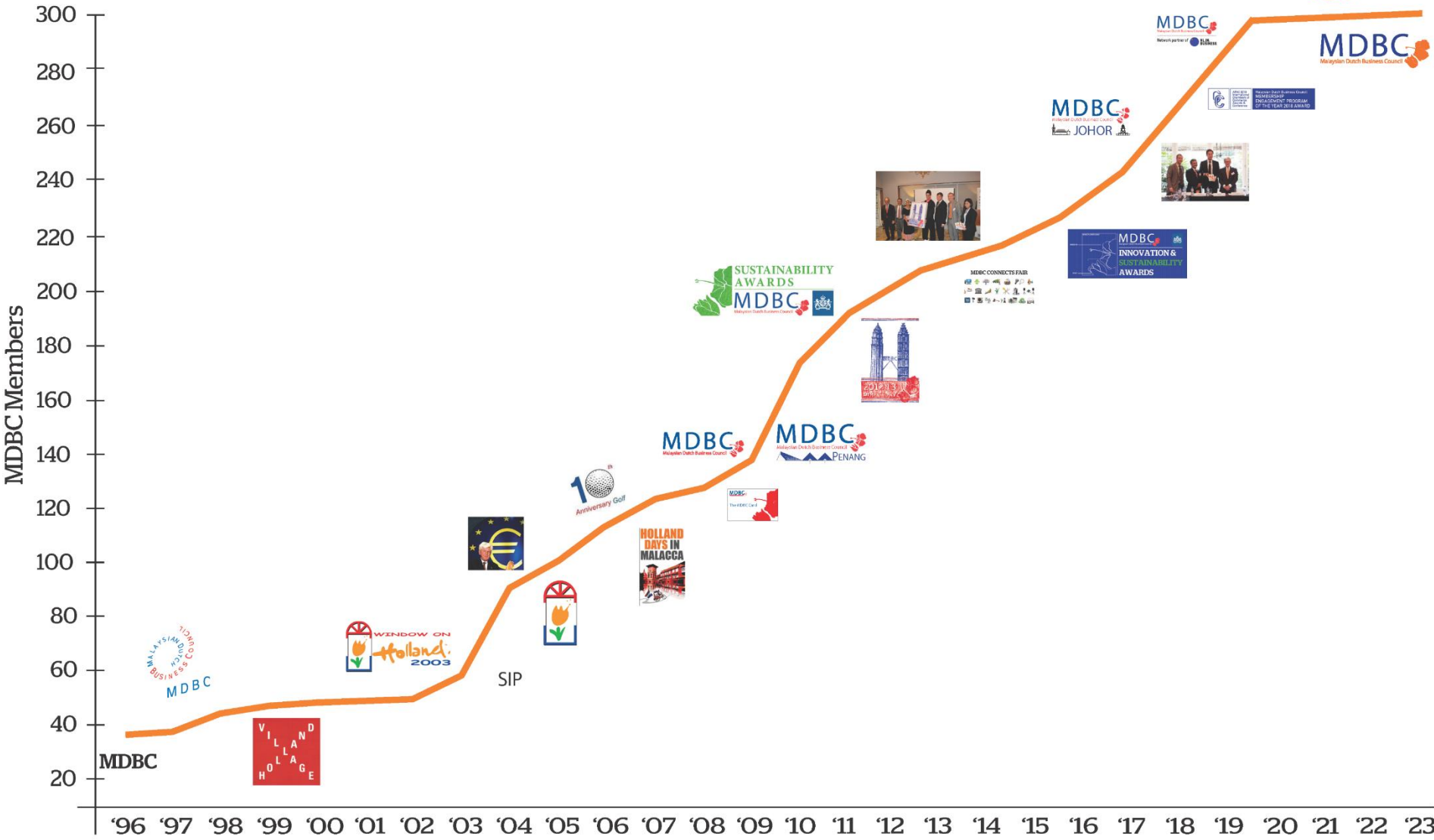
**\* 90% of members:**

1. are satisfied with the variety and completeness of business services at MDBC
2. are satisfied with MDBC's role in representing their company to relevant stakeholders
3. are satisfied with the networking opportunities provided by MDBC
4. would recommend MDBC to potential members
5. are satisfied with the return on investment of their membership

\* Ideally a ranking would be used to compare different business chambers. As there is no international ranking, our goal is to proclaim to be the best business chamber in the world based on these indicators

# MDBC

Malaysian Dutch Business Council



'96 '97 '98 '99 '00 '01 '02 '03 '04 '05 '06 '07 '08 '09 '10 '11 '12 '13 '14 '15 '16 '17 '18 '19 '20 '21 '22 '23





The current MDBC Team:

Executive Director: Marco

Events & Membership: Chayenne

Communications: Jocelyn

Office & Admin: Catherina

Student Internship Program: Jolande

Student Interns: Florence, Mees, A'fief









APAC 2018  
International  
Chambers of  
Commerce  
Awards &  
Conference

Malaysian Dutch Business Council  
**MEMBERSHIP  
ENGAGEMENT PROGRAM  
OF THE YEAR 2018 AWARD**





Network partner of  NL.IN.  
BUSINESS

- \*\* MDBC one of the leading Dutch Chambers in the world
- \*\* 2<sup>nd</sup> Dutch Chamber in the world to be accredited (and re-accredited 2023)
- \*\* Cooperation MDBC – Netherlands Embassy KL best practice globally





South East Asia  
Business  
Awards 2021



Best Bilateral Business Services  
Provider - Malaysia



# Best Bilateral Business Services Provider – Malaysia

Malaysian Dutch Business Council (MDBC) is a bilateral chamber of commerce with more than 250 corporate members, focusing on providing business services, representation, and networking. It forges business ties between Malaysia and the Netherlands and works in close partnership with the Netherlands Embassy in Malaysia and with the Malaysian authorities. Considered one of the most active councils in Malaysia and acknowledged as a 'best-in-class' leader among Dutch Business Hubs globally, MDBC has the audacious goal of becoming the best business chamber in the world, providing lasting value to its members.

While MDBC hasn't really changed its core values (entrepreneurial, independent, accessible, responsible, service oriented) since its foundation in 1996, it has been able to more solidly define them, honing in on its strengths, and increasing the breadth of services offered. Throughout its journey so far it has always focused on the value of the membership, ensuring that Dutch companies interested in doing business in Malaysia (and via Malaysia with the wider ASEAN and Asian Region), or

and guidance. It means that MDBC invests in its relationships with each member, personalising and strengthening the bond with each interaction. Knowing them this well adds motivation for the council to work that much harder on their behalf; it wants to see them succeed because it knows that strong, successful members mean a strong and successful business and membership community.

Much like the rest of the world, MDBC's business has shifted to remote working. It ensured that all staff had the hardware and



events it always has, it also delivered webinar events that stood out from all the rest. There were 'non-traditional' webinars such as cooking and exercise/medical webinars. It even started a friendly exercise competition MDBC app to encourage members to keep their activity

the day for live chats so visitors to the Village looking for service providers can find the right match for any multitude of their business needs, all under one (virtual) roof. The Village is free to visit and open to all, worldwide at [www.vrexhibition.vruniverse.com.my](http://www.vrexhibition.vruniverse.com.my).



# Events

Talks/ Seminars

Visits

Networking/ Social

Dialogues/ Representation

Exhibitions / Conferences

Sector Committees

Government / Authorities

Avg. 3 events / month,  
Many are complimentary  
for members.

**EuroCham, ADCN.**



# Representation

## MY Authorities

Trade & Investment Issues

Immigration Issues

Sector Committees

Federal and State

COVID-19 / MCO related

## Exhibitions

Support Dutch missions

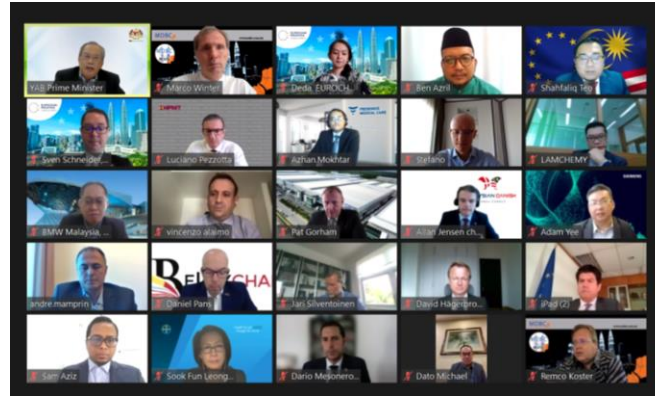
Support Embassy initiatives

Holland Pavilion

## Malaysia in NL

ASEAN Business Dialogue/Week

Malaysia / ASEAN / ASIA seminars





## Business services

### MDBC Chapters in Penang and Johor

Reaching out to local authorities for members in Northern & Southern regions.

Penang since 2010, Johor since 2017.



# Business services

## The MDBC Career membership

Bringing together our corporate community and (Dutch-linked) career seekers

**MDBC**  
Malaysian Dutch Business Council

Sometimes you need the ones who have explored the unbeaten path.

MDBC knows that it is the ones who think outside the box, who have walked the unbeaten path, who will inject new energy and fresh perspectives to your corporation.

We are in the ideal position to connect these career seekers and the potential employers who are looking to diversify their workforce.

As winner of the APAC Membership Engagement Program of the Year Award, we know how to engage with our members. That means we leverage on the relationship with you to put you in touch with the right candidate for you.

- \* Access a large talent pool of experienced professionals with an international background;
- \* Opportunities for project based and flexible staff with specific expertise;
- \* Enjoy hassle free match making to the best candidates for your needs.

Sign up for the MDBC Career Membership now.

If you have a permanent / temporary job or project you would like to fill, send us your job description. ([www.mdbc.com.my/services/career\\_membership](http://www.mdbc.com.my/services/career_membership))

For more information, please contact us at: [Jolande@mdbc.com.my](mailto:Jolande@mdbc.com.my) / +603-2722-8335

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**MEMBERSHIP  
ENGAGEMENT PROGRAM  
OF THE YEAR 2018 AWARD**

For more information, check us out on FB, Linked In, Twitter or at [www.mdbc.com.my](http://www.mdbc.com.my)

Malaysian Dutch Business Council

Unit 808, 8th Floor

Wisma Lim Foo Yong

86 Jalan Raja Chulan 50200 Kuala Lumpur

Tel: +603 2722 8335

[info@mdbc.com.my](mailto:info@mdbc.com.my)

[www.mdbc.com.my](http://www.mdbc.com.my)

**MDBC**  
Malaysian Dutch Business Council

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Services Information Contact MGA

BUSINESS SERVICES • REPRESENTATION • NETWORKING

Home Services Career Membership

## Career Membership

The platform to bring together career seekers and our corporate community.

MDBC is at the heart of a network of organisations with Malaysian Dutch links. These organisations, which are active in a wide variety of sectors, often employ a diverse, multicultural workforce. Simultaneously, MDBC has a close connection with the Dutch expert community and people who quality want to expand their business network in Malaysia.

For more information, please contact us at:  
[Jolande@mdbc.com.my](mailto:Jolande@mdbc.com.my)  
Tel: +603-2722-8335

This puts MDBC in the ideal position to connect both. The **MDBC Career Membership** intends to bridge the gap between potential employers or companies looking to diversify their workforce, and professionals who want to kick start their career opportunities in Malaysia.

Sign up for the MDBC Career Membership!

For Member Companies

For Career Members



# Business services



The MDBC Innovation & Sustainability Awards  
Sharing of best practices and recognition of sustainability and innovation  
High - class event with quality winners. Media awareness (radio, print)



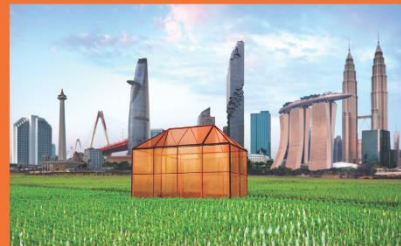
# Business services



## MDBC Publications & Publicity

Wide exposure for members.

Quarterly Magazine, Directory, Social Media, Media.



Connecting minds for  
a sustainable future  
Dutch connection in Southeast Asia





## Business services

### The MDBC Student Internship Program

- Placement of >100 Dutch student interns annually, with MDBC member companies in Malaysia!
- More than 1,400 placements since 2004!
- Cooperation with 10 - 12 partner Universities in The Netherlands;
- Orientation / Graduation / Master's internships;
- Wide variety of study areas;
- Internships of 100 nett days (5 months);
- Fully coordinated with cultural briefing, application of work permit, etc.



# Special program:

**MY ORANGE  
Responsible Business Conduct  
Working Group**  
>> Support for MATRADE and  
Malaysian exporters to EU





# Rumah Oranje

## Hot Desk Services include:

- A flexi desk
  - Zoom room / phone booth
  - WiFi access
  - Small pantry basic refreshments\*
  - Company name / logo signage at the door
- \*T&Cs apply
- Small boardroom
  - Visitors / waiting area
  - Print & Copying facilities\*



Interested? To find out more information, or to book your stay in Rumah Oranje, contact [info@mdbc.com.my](mailto:info@mdbc.com.my)



# Rumah Oranje- hot desks & virtual office address





## In Summary:

- >> Check if you receive our emails!
- >> Event attendance! (anyone from your organisation)
- >> Make use of our Business Services / Representation / Chapters
- >> Connect with fellow members!
- >> Get exposure through MDBC events and (online) media
- >> Give us feedback & suggestions
- >> How can you get involved?!



## Upcoming Events Timeline:

### Aug 2024

- >> **23** – Penang Sundowner
- >> **19** – Asia School of Business: Get to know ACE
- >> **29** – AmCham: Healthcare Forum 2024

### Sept 2024

- >> **30** – MDBC AGM for FY 2023

### Oct 2024

- >> **3** – Bridging Borders: MY Private Healthcare

### Nov 2024

- >> **21** – MDBC Innovation & Sustainability Awards




# Upcoming Event Timeline:

[Visit MDBC Events Timeline here:](#)



# MDBC Whatsapp +6012 843 0043:



MDBC

**Malaysian Dutch Business Council**  
WhatsApp business account

Scan this code to start a WhatsApp chat  
with Malaysian Dutch Business Council.





# M D B C

Malaysian Dutch Business Council

For more information please visit  
[www.mdbc.com.my](http://www.mdbc.com.my)

