

**MDBC PREMIUM PARTNERS**



# MDBC 26th AGM OVER FY 2023



**ANNUAL  
GENERAL  
MEETING** over FY 2023

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**Monday, 30 September 2024**

**TIKI TAKA RESTAURANT & BAR**

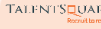




# PRE - AGM TALK with VIP GUEST YB LIEW CHIN TONG DEPUTY MINISTER - MINISTRY OF INVESTMENT, TRADE & INDUSTRY



MINISTRY OF  
INVESTMENT, TRADE AND INDUSTRY



# MDBC PREMIUM PARTNERS 2024

**actiforce**  
mechatronics technology



ENZA ZADEN



# MOU SIGNING

## ICDM & MDBC



# MOU SIGNING CONTROL UNION & MDBC



&



TIKI TAKA RESTAURANT & BAR | 30 SEPTEMBER 2024



## AGM over FY 2023:

*Thank you for your kind attendance & support!*

### MDBC PREMIUM PARTNERS





# MDBC 26<sup>th</sup> AGM

## over FY 2023

TIKI TAKA RESTAURANT & BAR | 30 SEPTEMBER 2024

# MDBC 26<sup>th</sup> AGM over FY 2023



MINISTRY OF  
INVESTMENT, TRADE AND INDUSTRY

**MITI HOUR**

TIKI TAKA RESTAURANT & BAR | 30 SEPTEMBER 2024





# MDBC 26<sup>th</sup> AGM

## over FY 2023

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## Financial Report 2023 – Summary

	<u>2022</u>	<u>2023</u>
Revenues	890,000	1,045,000
Expenses	<u>836,000</u>	<u>1,007,000*</u>
Deficit / Surplus	+ 48,000	+38,500*
<i>*Write-offs/impairment</i>		258,500
Deficit / Surplus		-220,000
Staff costs	588,000	603,000
Receivables	677,000	891,000
Payables	281,000	713,000
Surplus of income over expenses carried forward:	642,000	423,000

## Financial Report 2023 – Main Changes

### Revenues ↓

Programs which were more prominent during Covid years (such as market studies and the VR online / MDDB Village directory - exhibition);  
Premium Partners & advertising (post Covid and post – 25<sup>th</sup> Ann. ‘backlash’).

### Revenues ↑

MDDB Innovation & Sustainability Awards (MISA), organised again;  
Student Internship Program slowly coming back in 2023.

### Expenses ↓

Expenses related to market studies, MDDB Village, SIP.

### Expenses ↑

MDDB Innovation & Sustainability Awards (MISA), organised again;  
Organisation of events (and related: functions, meetings);  
Staff;  
Back office (ICT, admin/accounts/audit/secretarial related).



# MDBC 26<sup>th</sup> AGM

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## Defining moments of 2023:

A diagram of the MDBC Flower Logo on a dark blue background. It shows a white outline of a flower with two parts highlighted by white boxes and labels: 'HIBISCUS' for the upper part and 'TULIP' for the lower part. The text 'MDBC FLOWER LOGO' is at the top of the diagram.

**MDBC** **NL**  
Malaysian Dutch Business Council

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**INNOVATION &**  
**SUSTAINABILITY**

**AWARDS 2023 SPECIAL EDITION**

## Defining moments of 2023:

### MDBC Innovation & Sustainability Awards:

Post – COVID, finally the chance to organise our postponed Special 25th MDBC Anniversary edition of the



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## Defining moments of 2023:

MDBC's re – accreditation as one of the leading Dutch Hubs globally





# Defining moments of 2023:



# Defining moments of 2023: Networking



# Defining moments of 2023:

## Discover & Visits



# Defining moments of 2023:

Meet & Greet and VRIJMIBO



# Defining moments of 2023:

Member - sharing



# Defining moments of 2023:

## Member - sharing



# Defining moments of 2023:

## Activities in Penang and Johor



## Defining moments of 2023:

Special experiences!





## Defining moments of 2023:

End of Year – Padel!



# Defining moments of 2023:

SemiConductor Sector: NL >> MY



# Defining moments of 2023:

Prime Minister Mark Rutte





# MDBC 26<sup>th</sup> AGM

## over FY 2023

Let's look at 2024 - 25

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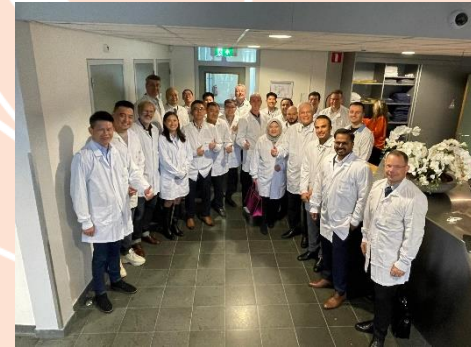
## Moments of 2024:

SemiConductor Sector: NL >> MY



# Moments of 2024:

## SemiConductor Sector: MY >> NL



# Moments of 2024:

## NY reception



# Moments of 2024: Informative





# Moments of 2024:

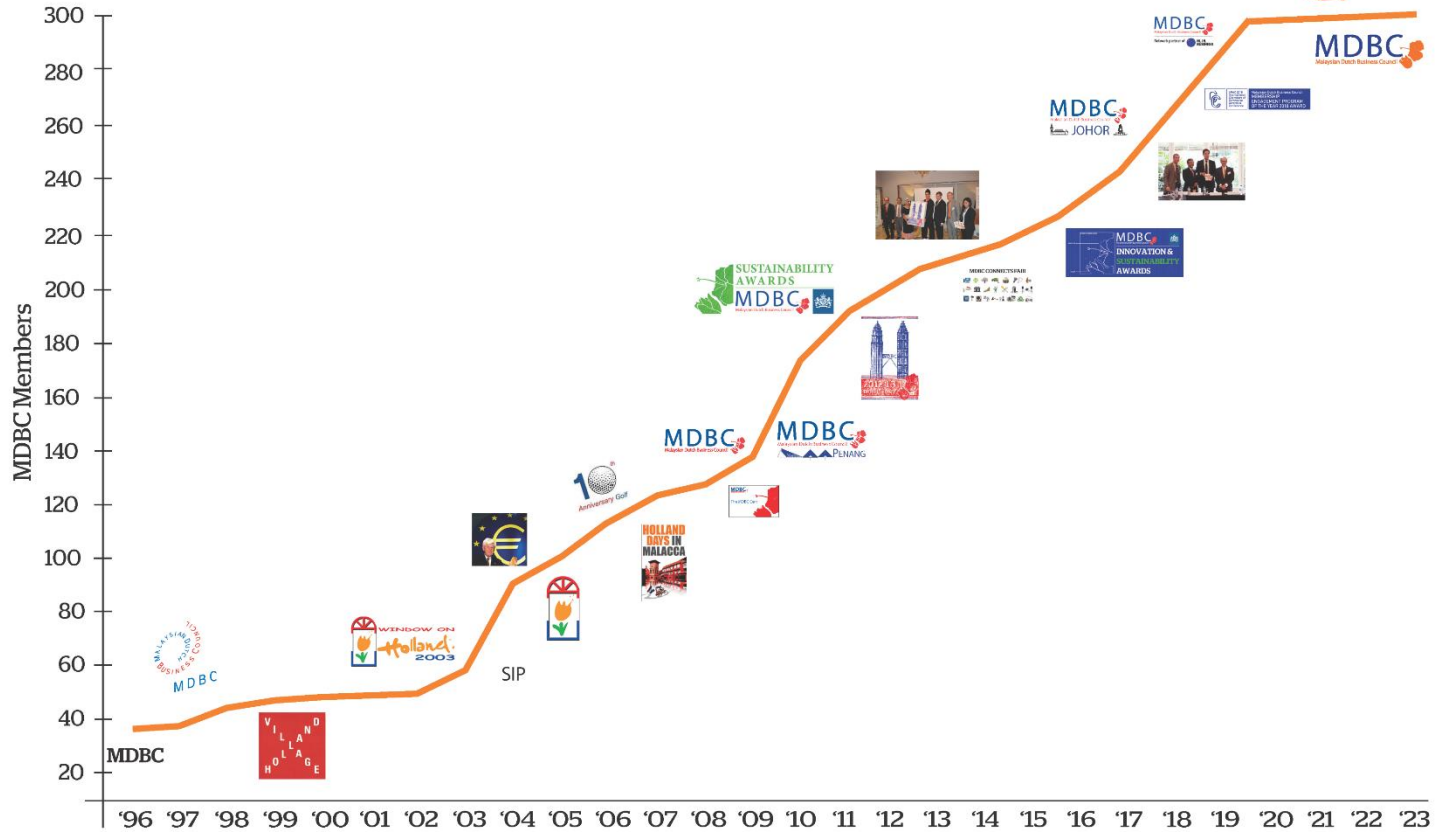
## HR Forum



## Moments of 2024:

### Chamber - cooperation





## 2024 – 2025 Ongoing



**MDBC**  
Malaysian Dutch Business Council


### RUMAH ORANJE

#### Hit the ground running

Looking for a suitable venue in the **KL City Centre** to host your clients, receive visitors, or make use of some desk space? With close to 300 members, let MDBC provide you with direct access to the largest Malaysian Dutch Business Community.

Check into MDBC's **Rumah Oranje** for your 'hot desk' or 'virtual office address'.

More info:  
[www.mdbc.com.my/rumah-oranje](http://www.mdbc.com.my/rumah-oranje)



**MDBC**  
Malaysian Dutch Business Council  
Network partner of **MLBB BUSINESS**

**Spice**  
SPECIAL AWARDS  
INTERNATIONAL  
CHAMBERS OF  
COMMERCE  
AWARDS & CONFERENCE

APAC 2016  
International  
Chambers of  
Commerce  
Awards &  
Conference

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

Find us on FB, LI, Twitter, or [www.mdbc.com.my](http://www.mdbc.com.my)  
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E: [info@mdbc.com.my](mailto:info@mdbc.com.my) | T: +603-2387 0043

## 2024 – 2025 Ongoing

Rumah Oranje is proudly supported by:

**AkzoNobel** actiforce



**HEINEKEN**



**MARKANT**



### **RUMAH ORANJE: Hit the ground running**

The Malaysian Dutch Business Council (MDBC) is an award winning Dutch bilateral Chamber of Commerce providing business services, representation, and networking. An NL Business Hub, we promise a soft landing to Dutch entrepreneurs via offerings like **Rumah Oranje** (hot desking and virtual office address). Visit [www.mdbc.com.my](http://www.mdbc.com.my) to learn more!



# 2024 – 2025 Ongoing

## Student Internship Program



# 2024 – 2025 Ongoing

## Online & Social Media!

### M4M Specials

#### MDBC Members for Members Specials

MDBC has always been a platform for our members to shine. In this page we are happy to highlight the special offers that are available by Members for Members!

If you are a member of MDBC and would like to showcase a special exclusive offer for other MDBC members or here, you can contact us at [communication@mdbc.com.my](mailto:communication@mdbc.com.my)

Please note that these offers are not to MDBC members only, these special discounts are covered and will be served by the offering company.



IBM Group Corporate Program



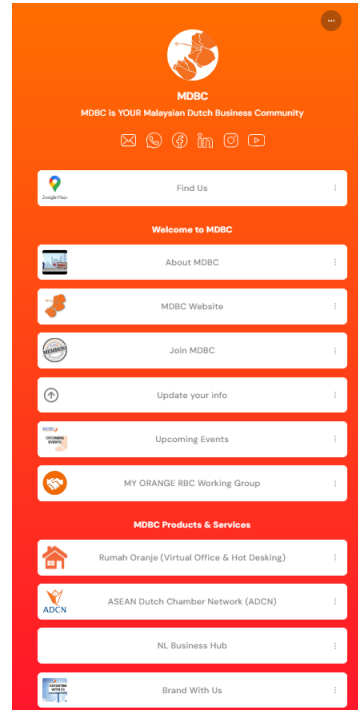
Sora Consulting: Team Power Program



Titi Taka Restaurant & Bar



Volkswagen Corporate Fleet Program



2024 – 2025 Ongoing

# MDBC PREMIUM PARTNERS 2024



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# Looking ahead: 2024 - 2025

Main Event for 2024



# Membership Satisfaction Survey '23 - Analysis results



MDBC achieved an overall Satisfaction Score of 81.2% Highest ever and meeting our target score of 80.0%



Business Services scored highest at 85.2%  
MDBC Membership (ROI) was scored lowest at 71.1%



MDBC Membership Nett Promoter Score increased the most compared to 2022: + 11.7%



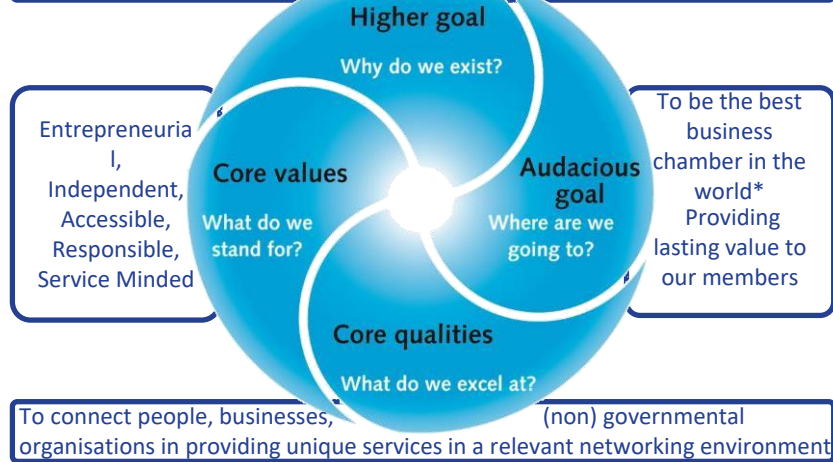
The NPS of 50.0% is considered "Excellent"

## Strategy 2019 - 2023

**2024 - 2025:**

Re - evaluate for  
2024 and beyond  
- Future Proofing

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

### 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

## Looking ahead: 2024 - 2025

### Internal

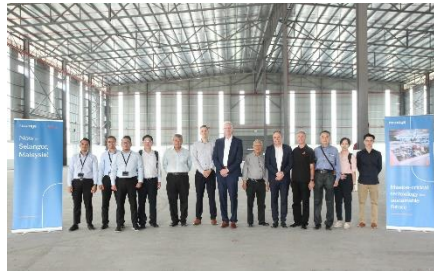
- Back – office:  
Accounts, Financial Reporting,  
CRM and dbase systems
- ICT facilities & online exposure
- Cost reductions
- New Revenues



## Looking ahead: 2024 - 2025

### External

- Continue engagements, deliver value, ROI
- Support: general as well as niche / sector - related
- Information
- Lobbying / Representation
- Partnerships



## Looking ahead: 2024 - 2025


To raise Revenues and lower Expenses while maintaining Quality Service Levels:

- Smart Partnerships & Barter Arrangements (MY, regional, NL)
- Packages: Membership + Hot Desk + Market Research (more support to enter the Malaysian market)  
> Cooperation with Sector initiatives / Sector organisations
- Inflation adjusted membership fees (So far only 2 fee increases in 28 years...!)
- Business Services expansion? MDBC expertise, networks, connections.



**This concludes MDBC 26<sup>th</sup> AGM over FY 2023**  
***Thank you for your attendance!***



Network partner of  NL IN BUSINESS

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