



# 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

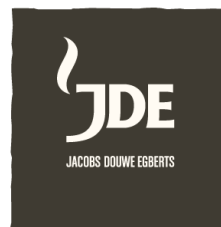


## MEMBERS COMMUNITY

- 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)



MARKANT



Brunel



## MDBC Members: Malaysian Organisations with Dutch Connections (Some Examples)



## 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**  
**Inspection & Certification**  
**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**

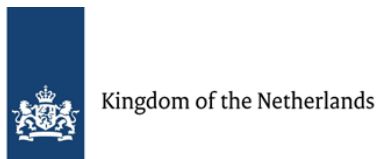
***“MDBC is like the Yellow Pages!”***



***“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**



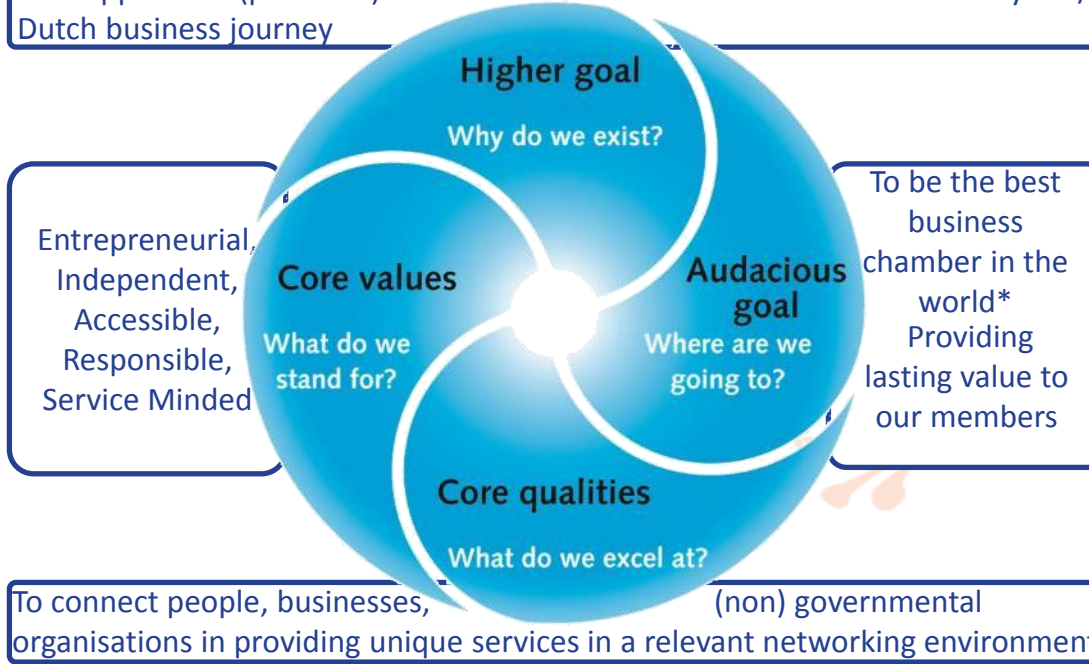
**Ministry of Investment Trade & Industry (MITI), its main agencies and several State agencies; several of which are also MDBC members.**

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



# 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

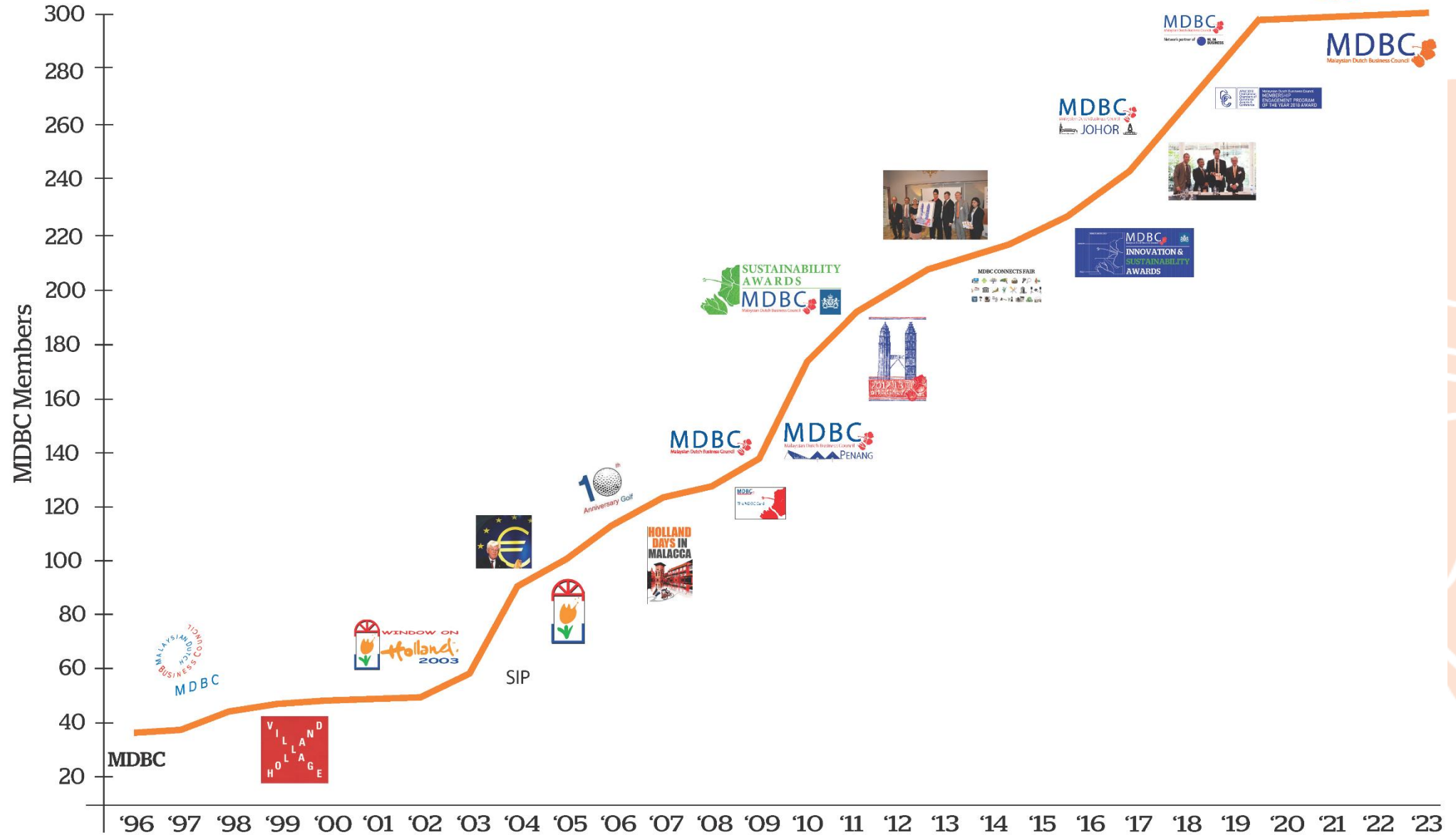
## Strategy 2019 - 2024: defining audacious goal



**\* 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





The current MDBC Team:  
Executive Director: Marco  
Events & Membership: Chayenne  
Communications: Jocelyn  
Office & Admin: Catherina  
Student Internship Program: Jolande  
Student Interns: Dzikrie, Stef, Yannick







APAC 2018  
International  
Chambers of  
Commerce  
Awards &  
Conference

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







Network partner of 

- \*\* 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



**MDBC**  
Malaysian Dutch Business Council

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

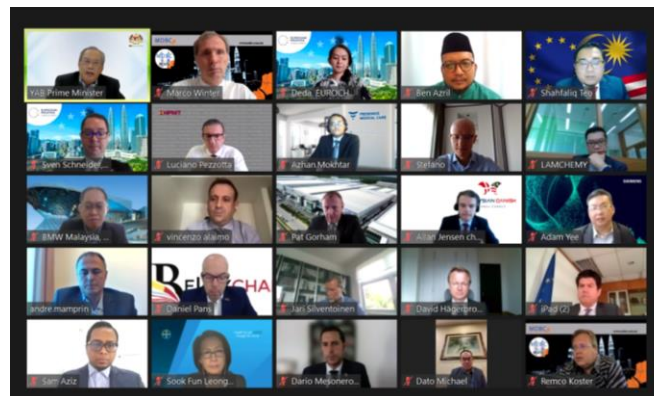
Support Embassy initiatives

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))

MDBC  
Malaysian Dutch Business Council  
Network partner of

APAC 2018 International Chambers of Commerce Awards & Conference

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

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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 expat community and people who quietly want to expand their business network in Malaysia.

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.

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

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.

Magazine, Directory, Social Media, Media.





## Business services

### The MDBC Student Internship Program

- Placement of >100 Dutch student interns annually, with MDBC member companies in Malaysia!
- More than 1,500 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:

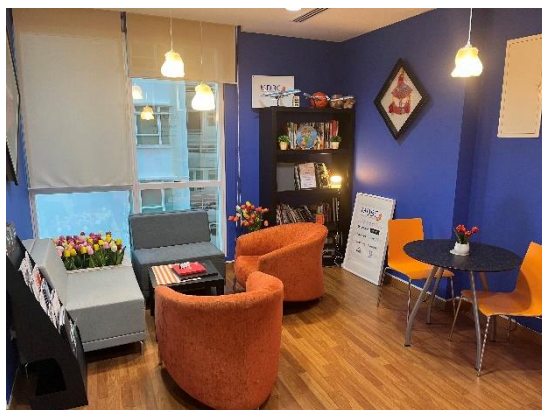
- A flexi desk
  - Zoom room / phone booth
  - WiFi access
  - Small pantry basic refreshments\*
  - Company name / logo signage at the door
- Small boardroom
  - Visitors / waiting area
  - Print & Copying facilities\*
- \*T&Cs apply



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 e - mails!
- >> 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:

### Feb 2025

- >> **25** – Johor InterChamber Networking
- >> **28** – Economic Outlook 2025

### March 2025

- >> **20** – SheLeads Interchamber Ladies Sundowner
- >> **25** - MY Orange RBC Working Group – EU Regulation on Forced Labour



## Upcoming Events Timeline:

[Visit MDBC Events Timeline here:](#)



## MDBC Whatsapp +6012 843 0043:







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

