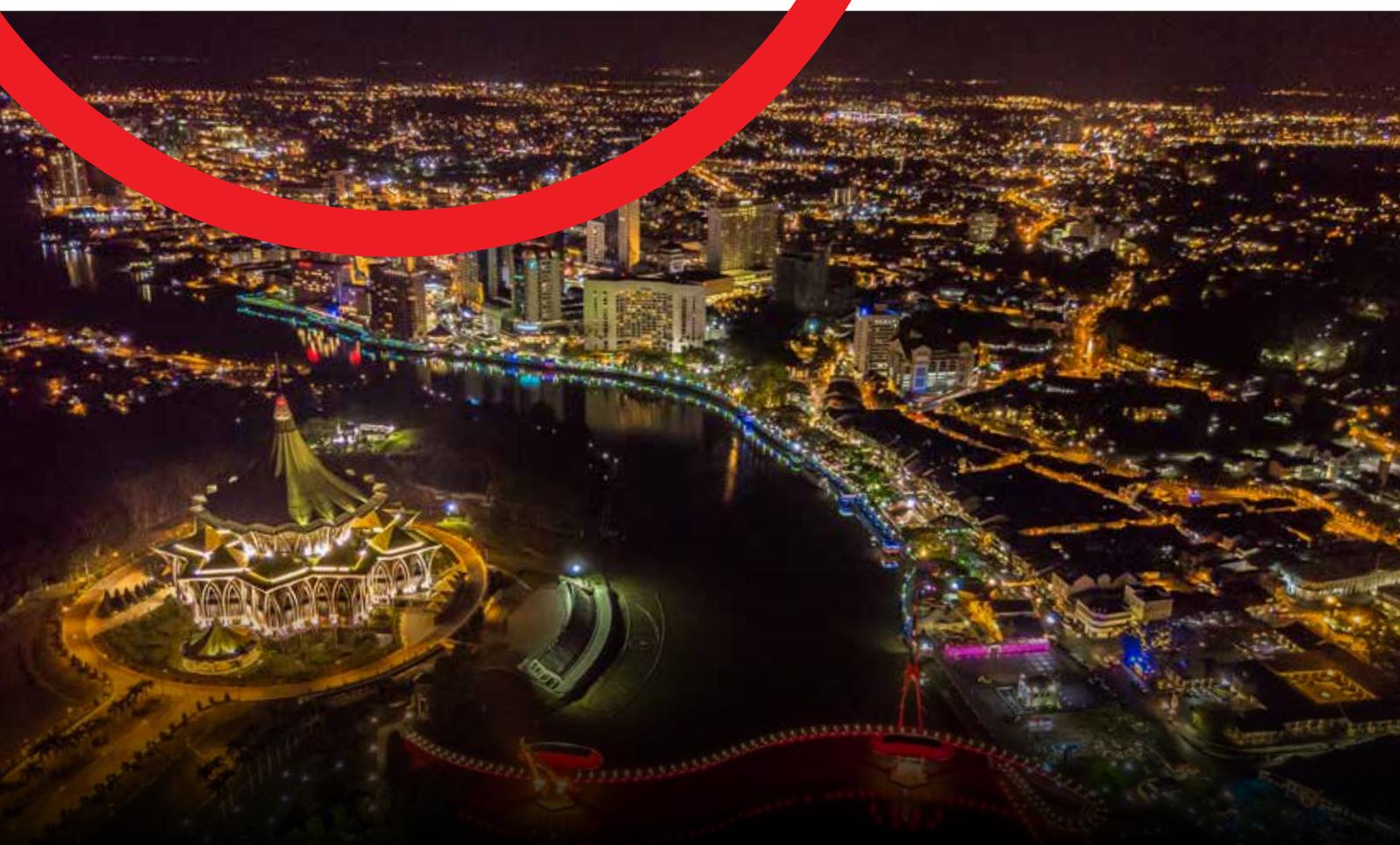


TRADE & INVESTMENT GUIDE

statos
SARAWAK TRADE AND
TOURISM OFFICE SINGAPORE

Why Sarawak Should Be Your Number 1 Choice For Trade and Investment



FOR INVESTORS:



**LOW COST
POWER
AND WATER**



**ABUNDANT
ARABLE
LAND**



**FEDERAL AND
STATE TAX
INCENTIVES**



**PORTS AND
TRANSPORT
LINKS**



**ENGLISH
SPEAKING
WORKFORCE**

FOR IMPORTERS:



**QUALITY
PRODUCTS AT
AFFORDABLE
PRICES**



**CLEAN GREEN
ORGANIC
PRODUCTS**



**RELIABLE
SUPPLY
NETWORKS**



**KEEN LOCAL
PRODUCERS**



**JOINT
MARKETING
PROGRAMS**

Sarawak, the largest state in Malaysia, is resource rich and endowed with abundant natural resources. Its progressive government has a proven track record of attracting foreign investment and are aggressively pursuing Sarawak's goal of becoming a developed economy by 2030.

Its exports are a major contributor to Malaysia's gross domestic product. Sarawak has remained in the top three preferred investment destinations in Malaysia over the past six years with the 4th highest GDP per capita.

Sarawak and Singapore have long enjoyed a strong and fruitful trading relationship. Last year, Sarawak's total exports to Singapore totalled RM1.2 billion, and imports RM1.6 billion. Major items currently traded between Sarawak and Singapore include machinery and transport equipment, mineral fuels, lubricants and food.

Sarawak and Singapore also share similar goals – In seeking food security, Singapore aims to increase its local food production from 10 to 30 percent by 2030. One way to achieve this is for more Singaporean companies to take a stake in food production businesses based overseas. STATOS can introduce investors to a range of food production companies that are actively seeking investors or joint venture partners to expand their production and export capacity.



The STATOS Gallery, a hub of information on Sarawak products and trading for all visitors and entrepreneurs

How we assist

1



STATOS can provide you with market ready development opportunities such as the 100,000 hectares of agricultural land set aside for the development of new pineapple plantations and several agro parks set up by the government across the State.

2



We give you access to all our market insights and trade statistics to help prepare feasibility studies or joint venture proposals.

3



Investors and importers are regularly invited to attend hosted site inspection programs to meet with Sarawak Companies and view export production sites or joint venture opportunities in person.

4



Join our virtual or face to face business matching seminars where you can hear from a selected range of Sarawak exporters companies seeking investors and relevant Sarawak government bodies.

“Sarawak is open for business and we are committed to increase public spending by building both the physical and digital infrastructure required to reach our economic growth targets”.



“Nearly four years ago I welcomed Sakura Ferroalloys as the latest Sarawak Corporate citizen to join our Samalaju Industrial park. This joint venture brought together expertise from three nations to produce ferroalloys here. Smelter production is an energy-intensive process and the Sakura investors chose Sarawak for its production base due largely to the availability of hydro-electric power”.

“We are working hard to attract more foreign investment to help us achieve an average growth rate of at least 6% per annum. We also have ambitious targets for increasing Sarawak’s trade with Singapore by as much as 30% over the next few years”.

**Datuk Patinggi Abang Hj
Abdul Rahman Zohari bin Tun
Datuk Ahmad Hj Openg**
Chief Minister of Sarawak



We know Sarawak is a great choice for investors but don't just take our word for it, let's hear what investors have to say about why their companies chose to move into Sarawak.



OM Holdings Limited

OM Holdings Limited is a vertically integrated manganese ore and ferroalloy company engaged in the business of mining and trading raw ores, as well as the smelting and marketing of processed ferroalloys. OM Holdings, through its subsidiary, OM Materials (Sarawak) Sdn. Bhd., established its flagship smelter complex in Samalaju in 2013, with 1st production tapped in 2014. It also has operations in Australia, China, Japan, Singapore, and South Africa.

In a recent interview with STATOS, Executive Chairman Low Ngee Tong said: "It was the availability of affordable renewable energy from the Bakun Hydroelectric Plant that first prompted us to look into investing in Sarawak back in 2010, but it was the effectiveness of the Sarawak government and Sarawak's political stability that then made it happen".

"We are one of the largest smelters in Asia outside China and a proven operator. Sarawak fits into our expansion plans nicely as it is a smaller place, not too complex, easy to work with government officials and easy to communicate with the local people. The Economic Planning Unit reduced a lot of the bureaucratic red tape and negotiations

were concluded very quickly so we could begin construction as scheduled".

Asked if there were any issues to be overcome Mr Low said, "In the beginning, 80 percent of our 2000 workforce had to be brought in from China. We found it took time for our Sarawak employees to adjust to the requirements of this new industry but now, after six years of operation, we have 60 percent local people employed and our aim is to eventually reach 80 percent local employees."



Low Ngee Tong
*Executive Chairman
OM Holdings*





LONGi Green Energy Technology Co., Ltd

LONGi Green Energy Technology Co., Ltd. ("LONGi") was founded in 2000 and listed on Shanghai Stock Exchange in 2012. The China-based company is the world's largest maker of solar-grade monocrystalline silicon products and LONGi Kuching is its sole overseas operation.

Chief Executive Officer Ngieng Sii Jing couldn't be happier that his efforts to convince LONGi' Group Chairman Zhong Baishen to choose Kuching for their first production base outside China have met with such resounding success. Jing recalls, "When the Chairman first visited in 2012, he was very surprised that Kuching was so multi-cultural with many of the people he met able to converse in Mandarin".

"Another important drawcard was the fast-tracked government support. It took less than a month to get a manufacturing licence approved after obtaining letters of support from both the Ministry of Industrial Development Sarawak and Malaysia Investment Development Authority. Sarawak offered guaranteed power and water supplies at a great price - 20 percent less than West Malaysia.

"We have been operating for four years now and I am proud to say our team of 3,800 workers is made up of 96 percent local Sarawakians. We are expanding very quickly, opening an average of two new factories each year. I believe we hold the record for fastest greenfield to operational construction project after completing a new 150,000 sq foot factory in only five months."



Ngieng Sii Jing
Chief Executive Officer



WHAT DO SINGAPOREANS AND SARAWAKIANS HAVE IN COMMON?

Apart from our shared ethnic background, there's no doubt both get to enjoy some of the best food on the planet. It is no surprise that some of STATOS first trade import products already on Singapore's supermarket shelves.

“Exporting to Singapore is convenient. Trade samples can be easily sent and our fish exports can reach Singapore port within one week. Our buyers are truly surprised at the quality of our products and we are hoping that will open the door for an even bigger variety of our fish products to be exported to Singapore in the near future.”

Thomas Hii
Borneo Eco Fish Managing Director

There is no more superstar Sarawak food product than the beloved Sarawak Laksa - made world famous by the late Anthony Boudain who dubbed it “the breakfast of the Gods”.

STATOS has seen a rise in demand for Sarawak Laksa due to COVID 19 travel restrictions. Many Sarawak Laksa stalls in Singapore have tripled their sales in the past months.

MUSC Industries Sdn Bhd (MUSC), a processed food manufacturer headquartered in Sarawak, and distributor Bountiful Harvest Pte Ltd recently signed a landmark distribution agreement that will popularise Sarawak flavours in the Singapore market.



Thomas Hii
*Borneo Eco Fish
Managing Director*





Bountiful Harvest

“My customers associate Sarawak with nature and forests which means its products are pure, authentic and unpolluted. This is a strong selling point for Singaporeans. Some of the handmade products I import also have very touching stories behind them. I will definitely be increasing the number and variety of Sarawak Products on offer in the future.”

Angela Tiong
Director Bountiful Harvest.



Angela Tiong
Director Bountiful Harvest.

The pandemic has seen STATOS take their trade business matching services virtual with a series of Webinars. A recent Food Showcase in association with the Singapore Business Federation secured RM 285,000 in export orders.

More Marketing Programs On The Way

STATOS is introducing a new Export Assistance Program that will fund joint marketing programs to promote Sarawak products in Singapore. This program can help with in store promotions and advertising campaigns to boost consumer awareness. Applications are open and the advice is to get in quickly to secure your share of the funds on offer.



Singapore Business Federation

“Since the STATOS office in Singapore opened last year, interest in Sarawak products has really taken off. In fact, our recent webinar marketplace collaboration was so successful that SBF now view it as the reference benchmark for future business matching. We see Sarawak developing a new market niche supplying clean green organic food products that are a great hit with Singapore consumers.”



Kenneth Sim
Singapore Business Federation



Sarawak's largest economic development corridor SCORE covers 70,000 square kilometres with a population of 600,000. It spans the central region of Sarawak, with a thousand-kilometre coastline, eight million hectares of forest and five million hectares of arable and peat land suitable for agriculture.

We caught up with SCORE's Chief Executive Officer, Datu Haji Ismawi bin Haji Ismuni to share his experience in attracting foreign companies to Sarawak.

"We actually have many advantages, our strategic location; natural resources; over 3,000 megawatts of affordable hydroelectric power; the fact that we have both economic and political stability."

"We can offer companies a competitive cost base of doing business and be on hand to help them through all elements of the approval process."

"Sarawak handles its own immigration and does restrict expatriates from working here. We welcome them and make use of their expertise to train local workers. We have built hostels for foreign workers and work with the investors to set up specific skills-based training.

"We also have smaller lots set aside for a network of small to medium enterprises that can provide services and support for the big companies on site."

"As we expand into remote areas bringing roads and infrastructure, we are also opening up new tourism opportunities and improving local job prospects."

"The Bakun dam is actually as large as the whole of Singapore and has many beautiful islands. It has great potential for any tourism developers looking to invest in one of the most beautiful and serene places on earth."



Datu Haji Ismawi bin Haji Ismuni
Chief Executive Officer
RECODA



Meet The Team

The STATOS executive team are ready and waiting to assist you.



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