



2018 ANNUAL REPORT

40th
Anniversary
1978 - 2018



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President's Message

Dear Members,

At AMCHAM, we take our commitment to our Mission and Objectives very seriously. Since the hiring of a new Executive Director in 2016, we embarked on a strategy to ensure that we would be in a position to fulfil those five tenets. I am happy to report that, three years later, the Chamber has achieved what it set out to do, reviving itself to become a significant voice for the American business community.



We are stronger today than we have ever been and ready to face the challenges that impact us every day. As we witness monumental shifts in global trading relationships and the breakneck speed of technological development, the challenge of innovation and adoption, along with the shifting needs being imposed on talent development, makes it imperative to be communicating consistently with our host government. To do our jobs, it is incumbent on us to be as up-to-date and responsive to the changing business environment. This is made easier with our active engagement at the Chamber, along with the financial support we provide at various opportunities throughout the year.

A strong Chamber becomes vital in helping us work as partners with the government, to bring out the best for both our companies and the country, together. As *Malaysia Baru* comes into focus, AMCHAM is providing an important line of communication with the various ministries.

For AMCHAM, 2018 was remarkable and marked with two major events – one we controlled, the other we witnessed and responded to. Firstly, hosting the annual APCAC* Business Summit in April, for the first time, was an achievement for what is considered a small Chamber. It brought in an audience of over 400, many from around the world, to consider possible futures with its theme, “Charting a Bold Future: U.S. Businesses in the Asian Century”.

Secondly, we witnessed the historic and peaceful transition of a new government for the country. Propelling into action, AMCHAM was able to deliver a high level of engagement with many of the key Ministries, allowing us to address critical questions in this time of transition. AMCHAM’s post-election engagement with five Ministers in the months that followed were notable and showcased the value placed on the organization to reflect the communities’ interests.

The highlight of 2018 was, without doubt, the hosting of the new, and former, Prime Minister at our AGM Luncheon. It was an honor that we will treasure for years to come, marking not only the start of a new beginning for the country but also one for the strengthened voice of the American Malaysian Chamber of Commerce. From here, we will continue to strive to be the best that we can be for our members.

Ramzi Toubassy
President

*Asia Pacific Council of American Chambers

Executive Director's Message

2018 saw a three-year strategic plan to elevate the Chamber come to fruition. Our number one focus was to develop a strong platform that would be relevant to our membership. To achieve this, we needed to strengthen internal structures, revisit the value of our deliverables to the membership and ensure that they were fiscally sound and sustainable. Only then we would be able to fulfill our mission to be the voice of the U.S. business community.

Some changes were structural, while others were to improve processes, institutionalize some operations and acquire necessary skill sets. By the start of 2018, we had replaced key positions in the staff and looked forward to galvanizing them on a new path forward. At the last AGM, we also adopted some Constitutional reforms, updating the guiding document to be in line with the new Companies Act. We did not know then just how robust we needed to be!

The APCAC Business Summit consumed most of the first quarter of 2018. This annual two-day conference brought together 28 American Chambers of Commerce, along with leaders in business and governments from around the Asia Pacific region. Malaysia, or our AMCHAM, had never volunteered to take it on before, but I am very proud of the work that everyone had put in and even more so because it was a resounding success for AMCHAM. Over 400 people attended the conference, which was themed, **“Charting a Bold Future: U.S. Businesses in the Asian Century”**, and included international speakers, four U.S. Chiefs of Mission from the region and Malaysia’s Minister of International Trade & Industry, as well as the launch of our Business Impact Report on the E&E Industry. The APCAC 2018 was indeed a remarkable feat for what is considered a smaller Chamber.

The new team at AMCHAM survived their “real-time” team building and gelled.

With barely enough time to recover, just three weeks after the APCAC concluded, Malaysia witnessed on 9 May 2018, the historic change of government. This meant that the business community was on high alert and in need of information impacting their investments and operations in the country.

AMCHAM rose to the challenge and supported this need by providing its members with a platform to communicate with and reach out to the newly formed government. Starting with the call from the Council of Eminent Persons, AMCHAM was able to make early connections with many of the new ministries, eventually seeing a total of five ministers in those intervening months. This included Minister of Finance **Y.B. Tuan Lim Guan Eng**, Minister of International Trade and Investment **Y.B. Datuk Darell Leiking**, Minister of Human Resources **Y.B. Tuan M. Kulasegaran**, and the Minister of Entrepreneur Development, **Y.B. Datuk Seri Mohd Redzuan Md Yusof**.

The highlight, of course, was hosting **YAB Tun Dr. Mahathir Mohammed** at our AGM in June 2018, nary two months after being sworn in once again, at 92, as Malaysia’s Prime Minister.



Advocacy for a competitive Malaysia remains the focus of the Chamber. Key issues were addressed throughout the year and with a stronger team at the Chamber, we have been able to work more closely with members and stakeholders alike.

Increased engagement of our members with the Chamber provides the Chamber its strength. Newly formed this year is the Corporate Citizenship Committee (CCC) along with two very active working groups one on Investment Taxation and another, the Technical Standards Working Group. Emerging from the MAEI Committee are also sub-committees on Finance and HR. More are anticipated not just for advocacy but for capacity building via peer sharing.

2018 also saw the second year of the Corporate Partners Program, which alongside the traditional event sponsorships, provides the Chamber with a more stable and predictable fiscal position. This enables the Chamber to make strategic decisions and grow to support the membership. We achieved many targets over the past two years through the participation and support of our members, and we look to build on these in years to come.

Finding new ways to and encourage CSR activity remains a focus. Through our MY AMCHAM CARES program, the Chamber seeks to celebrate, benchmark and inspire members to ensure the impact is felt. We almost doubled the recognition of companies who are approaching CSR with these key pillars in mind: Strategy, Sustainability, Measurability, and Communication. This year we added alignment to national and global goals (SDGs) and started building a CSR Fund that we intend to deliver some real learnings to our members. The formation of the CCC will be integral to the success of this initiative.

The year ended with a flurry of activity with moving into our new premises in December. Not only are we closer to the city center but we have doubled our floor space and provided the Chamber a dedicated event space that can comfortably seat 80. This resource will allow us to drive engagement with our membership and with government stakeholders without incurring major costs. AMCHAM also continues to house JA Malaysia within our premises.

In closing, I would like to personally thank our members, specifically those who take time off their busy schedules to actively contribute to the Chamber and help us build our community with their ideas and expertise. Those who have volunteered their time have helped us understand the challenges of the business environment. Each contribution, individual or corporate, ensures that AMCHAM is strong, viable, and proud to be the voice of the U.S. business community in Malaysia.

We look forward to 2019 where we can grow and be an even stronger version of today.

Siobhan Das
Executive Director

About AMCHAM

The American Malaysian Chamber of Commerce (AMCHAM) was founded in 1978 as an international, non-profit, private-sector business association. It comprises of more than 1000 members representing about 260 American, Malaysian and other international companies. The Chamber is a member of the Asia Pacific Council of American Chambers of Commerce (APCAC) and affiliated with the U.S. Chamber of Commerce, which is the largest chamber of commerce in the world.

MISSION STATEMENT

AMCHAM's mission statement derives from the Chamber's Articles of Association, which were originally generated in 1978 by the Chamber's founders. AMCHAM is the voice of U.S. businesses in Malaysia. The Chamber provides relevant business information to its members, actively serves as a platform to represent members' interests to Malaysian and U.S. stakeholders. It organizes a host of business and social networking events, allowing members to interact and foster closer relations with Malaysian businesses and local communities.

AMCHAM's objectives are:

- To promote and develop mutually-prosperous commercial, cultural and community relations between American and Malaysian businesses and organizations;
- To provide a forum for discussing and exchanging views on business conditions, both domestic and international, which affect members' interests;
- To promote, foster, support, represent and protect the interests of AMCHAM's member companies;
- To represent and express members' views on trade and related issues to U.S. and Malaysian Government representatives; and
- To provide resources, networking opportunities and support for the American business community in Malaysia. AMCHAM services cover four key areas: advocacy and government relations, communications, events and programs, and corporate social responsibility (CSR) programs.

The Mission of the Chamber is focused on the following areas:

1. ADVOCACY AND GOVERNMENT RELATIONS

As an advocate for its members' interests, AMCHAM raises key issues and concerns with the Malaysian and U.S. Governments, and has gathered information on policy issues to promote trade and investment between both countries. Through Industry Committees within AMCHAM and through working one-on-one with Chamber members, AMCHAM helps to identify important regulatory issues that impact operations and foreign direct investments in Malaysia. It works with members to develop white papers and communications strategies to share with Government officials on the types of policies that can further help grow Malaysia's economy and foreign investment opportunities.



AMCHAM works very closely with the Malaysian Government, participating in dialogues and roundtable discussions to provide information on American business investments, to advice on regulatory policies and to raise issues of concern to AMCHAM members.

The Chamber has a close partnership with the U.S. Embassy in Kuala Lumpur, and with key U.S. Government agencies in Washington, DC (*e.g. Department of Commerce, Department of State, Office of the U.S. Trade Representative, etc.*) AMCHAM also advocates for the interests of Americans living abroad, including on the issue of U.S. citizens being taxed overseas by the United States.

2. COMMUNICATIONS

AMCHAM's website is maintained to increase the ease of membership communication with the Executive Office. Our other stakeholders remain as equally important partners in our mission to promote better and friendlier business environment. AMCHAM continues to keep members abreast with what is happening within the business community as well as the various initiatives of the Malaysian Government to improve policies for businesses. We issue press releases and commentaries on key economic topics.

3. EVENTS & PROGRAMS

AMCHAM's events and programs have been mapped out to fall in line with our mission to promote key issues. AMCHAM organizes business briefings and networking events each month for its members. These events feature senior business and government leaders in forums designed to provide members with up-to-date information on business issues, sectorial analysis, etc.

AMCHAM invites Government speakers to provide an opportunity for AMCHAM members to understand policy developments, U.S. Government activities in Washington D.C. and other relevant areas. The Chamber tries to hold a monthly networking event, which facilitates opportunities for members to get to know each other and explore potential business opportunities in a more relaxed setting. AMCHAM also organizes seminars and conferences for a more in-depth look at key economic and business issues affecting the Malaysian and global economies.

4. CORPORATE SOCIAL RESPONSIBILITY (CSR) - MY AMCHAM CARES

CSR lies at the heart of every American company. AMCHAM launched the MY AMCHAM CARES program in 2016. The program seeks to raise awareness of CSR and corporate citizenship and to recognize AMCHAM Members that demonstrate best practices in creating long-term economic and social value. MY AMCHAM CARES is not a competition. On the contrary, the program will provide a basis to benchmark CSR programs, engage with other key stakeholders in CSR, and to share best practices to develop sustainable programs for the future.

Board of Governors 2017 / 2018



Ramzi Albert Toubassy
President, AMCHAM
Chief Executive Officer, AmMetlife Insurance Berhad



Steven R. Clayton
Vice President, AMCHAM
Chief Executive Officer
J.P. Morgan Chase Bank Berhad



Anushia Joan Soosaipillai
Treasurer, AMCHAM
Partner, PricewaterhouseCoopers



Ahmed Yehia Sayed Gamaleldeen
Country Manager Malaysia, Singapore and Brunei
Coca-Cola Far East Limited



Antony Lee Fook Weng
Chief Executive Officer
AIG Malaysia



Chin Keat Chyuan
Managing Director
Johnson & Johnson Sdn. Bhd.



Edward E. Graham
President
ExxonMobil Exploration & Production Malaysia Inc.



Janet Yap Seong Yong
Managing Director, Technology Delivery
Lead Executive, Malaysia.
 Accenture



Kang Tae Koo
Managing Director
 Philip Morris (Malaysia) Sdn. Bhd.



Datuk Mark Victor Rozario
Chief Executive Officer
 GE Malaysia



Dato' P'ng Soo Hong
Chairman, Malaysian Alternative Renewal Industry (MARI)
Committee, AMCHAM
Managing Director, First Solar Malaysia Sdn. Bhd.



Dyonysius Robin A. Martin
Corporate VP, Technology and Manufacturing
Group GM, Assembly Test Manufacturing
MD, Malaysia Site, Intel Corporation



Datuk Timothy Tariq Garland P.J.N
Capital Markets
 TBWA/Kuala Lumpur



Sanjeev Nanavati
Managing Principal
 Falcon Associates



Chong Chye Neo
Managing Director
 IBM Malaysia Sdn. Bhd.

RESIGNATION

James Coffman (Honorary Member)
Executive Director,
 Malaysian-American Commission
 on Educational Exchange (MACEE)

Tony Del Rosario
Vice President, AMCHAM
General Manager, ASEAN Big Region -
Malaysia, Singapore, Vietnam, Cambodia &
Myanmar
 Coca-Cola

Honorary Members



Catherine Spillman
Commercial Counselor
U.S. Embassy



Nathaniel Turner
Economic Counselor
U.S. Embassy



Datuk Dr. Paddy Bowie
Managing Director
Paddy Schubert Sdn. Bhd.



Dato' Seri Wong Siew Hai
Chairman
Malaysian American Electronic Industry
(MAEI) Committee, AMCHAM



Datuk Nicholas S. Zefferys P.J.N.
Consultant



Executive Office Team



Siobhan Das
Executive Director



Theresa Yeong
Office Manager



Lee Li
Administrative Assistant



Yvonne Miranda
*Membership and Engagement
Manager*



Elyna Ngu
Events Manager



Kevin Roch
Membership Executive



Lewis Walmesley-Browne
Public Affairs Manager



Elaine Wong
Government Relations Executive

Finance

Overall, net income after tax registered a more than five-fold increase over last year's performance. This was achieved on the back of a higher contribution from programs income coupled with a smaller increase in total expenditure during the year.

Income

The Chamber's total revenue had increased to more than RM2.3 million from RM1.9 million in the year before, which was attributable to higher revenues from sponsorships and programs. Membership dues recorded an increase of close to 5% compared with last year. As with previous years this category provided a steady contribution of around RM1 million to the total revenues.

In its second year since its introduction in 2017, the Corporate Partners Program attracted sponsorships of almost RM500,000. In April 2018, AMCHAM Malaysia successfully organized the Asia-Pacific Council of American Chambers of Commerce (APCAC) Business Summit in Kuala Lumpur and in June, the Chamber hosted a Luncheon with the Prime Minister as the guest of honor. These together with our signature events enhanced the Chamber's visibility and position in the business sector, both locally and abroad.

Expenditure

Total expenses in 2018 recorded an increase of about 12%. This increase was within our expectations as staff costs were higher in line with the salary increments. All the important positions at the executive office were essentially filled and this provided the Chamber with the resources needed to serve its membership. Increase was also noted in operating expenses as staff attended more functions and events, including meetings with the various authorities, committees and members. All these contributed to the Chamber's advocacy and engagement activities during the year.

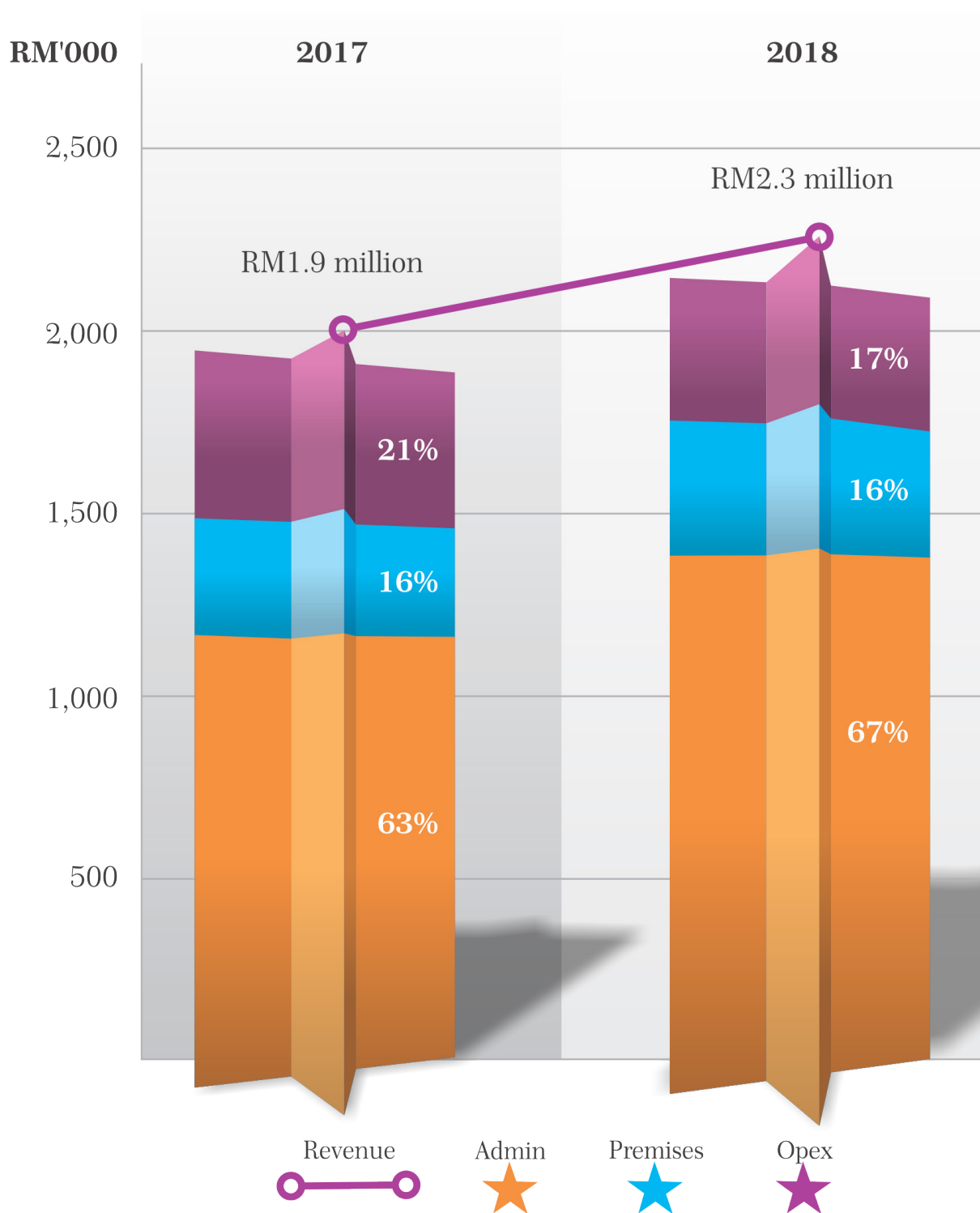
New Executive Office

In December of 2018, the Chamber relocated its executive office to the Faber Imperial Court. With a functional layout and a large floor space of more than 70% from the previous premises, we now have a pre-function area and an in-house auditorium which could accommodate 80 people comfortably. The spacious work area would also be able to facilitate the future expansion of the Chamber.

The Chamber's financial position and operating results will continue to be monitored closely and positive steps would be taken to improve them further.

Anushia Joan Soosaipillai

Treasurer



Membership Listing

#

- 3M Malaysia Sdn. Bhd.

A

- Abbott Laboratories (M) Sdn. Bhd.
- AbbVie Sdn. Bhd.
- Accenture Solutions Sdn. Bhd.
- AECOM Perunding Sdn. Bhd.
- Agilent Technologies LDA Malaysia Sdn. Bhd.
- AIG Malaysia Insurance Berhad
- AIG Technologies (Malaysia) Sdn. Bhd.
- All Nippon Airways Co. Ltd.
- Allied Moving Services (M) Sdn. Bhd.
- Altair Engineering Sdn. Bhd.
- Ambassador Worldwide Movers (M) Sdn. Bhd.
- American Airlines
- American Express (Malaysia) Sdn. Bhd.
- AmMetLife Insurance Berhad
- Amway (Malaysia) Sdn. Bhd.
- Analog Devices Sdn. Bhd.
- AP Archer Bahari Sdn. Bhd.
- Argus Secure Tech Sdn. Bhd.
- ASB Management Sdn. Bhd.
- Asian Strategy & Leadership Institute
- ATS Turbine Service Sdn. Bhd.
- Avago Technologies (M) Sdn. Bhd.
(A Broadcom Inc Company)
- Azim, Tunku Farik & Wong

B

- Bank of America Malaysia Berhad
- Bank Of Nova Scotia Berhad, The
- Bechtel Malaysia, Inc.
- Benchmark Electronics (M) Sdn. Bhd.
- Berjaya Starbucks Coffee Company Sdn. Bhd.
- Berkshire Media Sdn. Bhd.
- Boeing Aerospace (Malaysia) Sdn. Bhd.
- Boston Scientific Medical Device (Malaysia) Sdn. Bhd.
- Bower Group Asia Malaysia Sdn. Bhd.

C

- Campbell Soup Southeast Asia Sdn. Bhd.
- Cardinal Health Malaysia 211 Sdn. Bhd.
- Cargill Holdings (M) Sdn. Bhd.
- Celestica Malaysia Sdn. Bhd.

- Charterfield Corporation Sdn. Bhd.
- Chevron Malaysia Limited
- Christopher & Lee Ong
- Chubb Insurance Malaysia Berhad
- CIMB-Principal Asset Management Berhad
- Cisco Systems (Malaysia) Sdn. Bhd.
- Citibank Bhd.
- Cleantech Solar (Malaysia) Sdn. Bhd.
- Cleary University
- Clorox (Malaysia) Sdn. Bhd.
- Coca-Cola Far East Ltd.
- Colgate-Palmolive (M) Sdn. Bhd.
- ConocoPhillips Asia Pacific Sdn. Bhd.
- Control Risks Group (S) Pte. Ltd.
- Convex Malaysia Sdn. Bhd.
(Kuala Lumpur Convention Centre)
- Corporate Information Travel Sdn. Bhd.
- Corporate Research and Investigations LLC
- Corston-Smith Asset Management
- Crown Worldwide Group Sdn. Bhd.
- CSI Leasing Malaysia Sdn. Bhd.
- Cypress Semiconductor (Malaysia) Sdn. Bhd.

D

- Deleum Berhad
- Dell Global Business Center Sdn. Bhd.
- Deloitte Tax Services Sdn. Bhd.
- Dimerco Express (M) Sdn. Bhd.
- Diversey Malaysia Sdn. Bhd.
- DoubleTree by Hilton Kuala Lumpur
- Dow Chemical (Malaysia) Sdn. Bhd.
- DRB-HICOM Ez-Drive Sdn. Bhd.
(Avis Malaysia)
- DuPont Malaysia Sdn. Bhd.

E

- Edelman Public Relations Worldwide Sdn. Bhd.
- Eli Lilly (M) Sdn. Bhd.
- Emerson Electric (M) Sdn. Bhd.
- Ernst & Young
- Estee Lauder Malaysia Sdn. Bhd.
- ExxonMobil Exploration & Production Malaysia Inc.



F

- Facebook Malaysia
- Falcon Associates
- Federal Express Services (M) Sdn. Bhd.
- Federal Hotels International Sdn. Bhd.
- Finisar Malaysia Sdn. Bhd.
- First Solar Malaysia Sdn. Bhd.
- Flextronics Systems Penang Sdn. Bhd.
- Flextronics Technology (Penang) Sdn. Bhd.
- Ford Motor Company
- Four Seasons Hotel Kuala Lumpur
- Fragomen Malaysia Sdn. Bhd.
- Franklin Templeton Asset Management (Malaysia) Sdn. Bhd.
- Fraser Place Kuala Lumpur
- Freescale Semiconductor Malaysia Sdn. Bhd.

G

- General Electric International, Inc. (GE)
- Gerbang Alaf Restaurants Sdn. Bhd.
- Gibraltar BSN Life Berhad
- Gilead Sciences
- Global Risk Experts Asia Pacific Sdn. Bhd.
- Golden Scoop Sdn. Bhd.
- Goodyear Malaysia Berhad
- Google Malaysia
- Grand Hyatt Kuala Lumpur
- Grand Millennium Kuala Lumpur

H

- Halliburton Energy Services (M) Sdn. Bhd.
- Haskell Malaysia Services Sdn. Bhd.
- Henry Goh & Co. Sdn. Bhd.
- Herbalife Products Malaysia Sdn. Bhd.
- Hess Exploration & Production Malaysia B.V.
- Hewlett Packard Enterprise
- Hewlett-Packard Malaysia Manufacturing Sdn. Bhd.
- Hilton National Sales Office
- Hotel Equatorial Penang
- HP PPS Sales Sdn. Bhd.
- HSBC Bank Malaysia Berhad
- Huntsman Global Business Services Sdn. Bhd.
- Hyatt Regency Kinabalu

I

- IBM Malaysia Sdn. Bhd.
- IGB International School
- Incadea Asia Pacific Sdn. Bhd.
- Inclinica Sdn. Bhd.
- Integrated Device Technology (Malaysia) Sdn. Bhd.
- Integration Point, Inc.
- Intel Technology Sdn. Bhd.
- Intermovers (Malaysia) Sdn. Bhd.
- International SOS (M) Sdn. Bhd.
- Intersil International Operations Sdn. Bhd.
- Invest KL
- Invest Selangor Berhad
- IRM Industries Sdn. Bhd.
- ISC Innovators
- ITW Meritex Sdn. Bhd.

J

- J.P. Morgan Chase Bank Bhd.
- Jabil Circuit Sdn. Bhd.
- JLL Property Services (M) Sdn. Bhd.
- Johnson & Johnson Sdn. Bhd.
- JT International Trading Sdn. Bhd.
- JW Marriott Hotel

K

- Kelly Services (Malaysia) Sdn. Bhd.
- Keysight Technologies
- Kimberly - Clark Trading (M) Sdn. Bhd.
- Knight Frank Malaysia Sdn. Bhd.
- Knowles Electronics (M) Sdn. Bhd.
- KPMG PLT

L

- Lee Hecht Harrison Malaysia
- Lee Hishammuddin Allen & Gledhill
- Leo Burnett / Arc Worldwide / Alpha 245
- Levi Strauss (Malaysia) Sdn. Bhd.
- Liberty Insurance Berhad
- Lumileds Malaysia Sdn. Bhd.

M

- Macfood Services (M) Sdn. Bhd.
- Malaysia Institute for Supply Chain Innovation
- Manpower Staffing Services (M) Sdn. Bhd.
- Marsh Insurance Brokers (Malaysia) Sdn. Bhd.
- Mastercard Asia/Pacific Pte. Ltd.
- Mattel (M) Sdn. Bhd.
- McDermott Asia Pacific Sdn. Bhd.
- Merck Sharp & Dohme (Malaysia) Sdn. Bhd.
- Microsemi Solutions Sdn. Bhd.
- Microsoft (M) Sdn. Bhd.
- Mondelez Malaysia Sales Sdn. Bhd.
- Motorola Solutions Malaysia Sdn. Bhd. (*Innoplex*)
- MTJ Development (Intercontinental)
- Murphy Sarawak Oil Co. Ltd.

N

- Nategate Solution (M) Sdn. Bhd.
- NCH Corporation (Malaysia) Sdn. Bhd.
- NI Malaysia Sdn. Bhd.
- NNR Global Logistics (M) Sdn. Bhd.
- Nu Skin (Malaysia) Sdn. Bhd.

O

- Oasis International School of Kuala Lumpur
(*Northstar Associates Sdn. Bhd.*)
- Oceaneering Services (Malaysia) Sdn. Bhd.
- Ogilvy & Mather
- Old World China Inc.
- ON Semiconductor Malaysia Sdn. Bhd.
- Oracle Corporation Malaysia Sdn. Bhd.
- Orion Biosains Sdn. Bhd.
- Outback Steak House

P

- Pacific World Travel Sdn. Bhd.
- Paddy Schubert Consultants Sdn. Bhd.
- Palco Asia Pacific Sdn. Bhd.
- Paramit Malaysia Sdn. Bhd.
- Paypal Pte. Ltd.
- PepsiCo Malaysia Sdn. Bhd.
- PERSOLKELLY Consulting Sdn. Bhd.
- Pfizer (Malaysia) Sdn. Bhd.
- PGA Tour International Malaysia
(*Executive Management International*)
- Philip Morris (M) Sdn. Bhd.
- Plexus Manufacturing Sdn. Bhd.
- PricewaterhouseCoopers

- Principal International (South Asia) Sdn. Bhd.
- Procter & Gamble (M) Sdn. Bhd.
- Professional Tools & Dies Sdn. Bhd.

Q

- Qualcomm Malaysia

R

- Raja, Darryl & Loh
- Rapiscan Systems Sdn. Bhd.
- Reckitt Benckiser (Malaysia) Sdn. Bhd.
(*Mead Johnson Nutrition Malaysia*)
- RHB Bank Berhad
- RKT Tax Services Sdn. Bhd.
- Robert Bosch Automotive Steering Sdn. Bhd.
- Robert Walters Sdn. Bhd.
- Rockwell Automation (Malaysia) Sdn. Bhd.

S

- Safety Capital Sdn. Bhd.
- SAM Engineering & Equipment (M) Berhad
- Samtec Asia Pacific Sdn. Bhd.
- SanDisk Storage Malaysia Sdn. Bhd.
- Sanmina-SCI Systems (M) Sdn. Bhd.
- Santa Fe Relocation Services Sdn. Bhd.
- Schenker Logistics (Malaysia) Sdn. Bhd.
- Schmidt Abrasive Blasting Sdn. Bhd.
- Scholastic (Asia) Sdn. Bhd.
(*Operating under Grolier Malaysia*)
- Seagate International (Johor) Sdn. Bhd.
- Sensata Technologies Malaysia Sdn. Bhd.
- Servcorp
- Shaklee Products (Malaysia) Sdn. Bhd.
- Sime Darby Berhad
- Simitri Group International
- Skrine
- SMART Modular Technologies Sdn. Bhd.
- SMI Electric Automation Sdn. Bhd.
- SPE - Asia Pacific (M) Sdn. Bhd.
- Spirit Aerosystems Malaysia
- St. Jude Medical Operations (M) Sdn. Bhd.
(*Abbott*)
- Standard Chartered Bank Malaysia Berhad
- Stythica Advisory Sdn. Bhd.
- SunPower Malaysia Manufacturing Sdn. Bhd.
- Supermax Corporation

T

- Tay & Partners
- TBWA Kuala Lumpur
- Texas Instruments Malaysia Sdn. Bhd.
- TF AMD Microelectronics (Penang) Sdn. Bhd.
- The International School of KL
- The Ritz-Carlton, Kuala Lumpur
- The Westin Kuala Lumpur
- Transicoil (M) Sdn. Bhd.
- Transpo Movers (M) Sdn. Bhd.
(*Asian Tigers Mobility*)
- Turner International Malaysia Sdn. Bhd.

U

- Uber Malaysia Sdn. Bhd.
- Unisem (M) Berhad
- United Parcel Service (M) Sdn. Bhd.
- UOP Malaysia Sdn. Bhd. (*Honeywell Subsidiary*)
- Upper Iowa University Malaysia
- US-ASEAN Business Council
- Usains Holding Sdn. Bhd.

V

- Verity Intelligence Sdn. Bhd.
- Visa Worldwide Pte. Limited
- Vriens & Partners

W

- WD Media (Malaysia) Sdn. Bhd.
- WD-40 Company (Malaysia) Sdn. Bhd.
- Welch Allyn Malaysia Sdn. Bhd.
- Western Digital (M) Sdn. Bhd.
- Wong & Partners

X

- Xylem Water Solutions Malaysia Sdn. Bhd.

Z

- Zaid Ibrahim & Co.
(*A member of ZICOlaw*)



Committees & Working Groups

Committees are formalized groups of registered members that come together to represent a specific industry, sector or function. Collectively they establish a mission and develop a sustainable existence and explore topics and issues impacting their chosen field. List of Committees and Working Groups in 2018:

Corporate Citizenship Committee (CCC)

Chair: **Solomon Lorthu**
Managing Director of Penang Operations, Motorola Solutions

Vice-Chair(s): **Ee Laine Wong**
Communications Manager, Johnson & Johnson Sdn. Bhd.

Jenny Foo
Corporate Relations & Communications Director, Keysight Technologies

Government Relations Committee (GRC)

Chair: **Abdul Rahman Abu Haniffa**
Government Affairs and Policy Malaysia, General Electric International Inc.

Malaysian American Electronics Industry (MAEI)

Chair: **Dato' Seri Wong Siew Hai**
Honorary Member, AMCHAM

Sub-Committees: Human Resources
Finance

Malaysian American Renewable Industries (MARI) - dormant

Chair: **Dato P'ng Soo Hong**
Vice President - Manufacturing Operations / Managing Director, First Solar Malaysia

Working Groups

Working groups come together from time to time to work on specific issues and concerns. These can be elevated or incorporated into Committees once leadership and missions are defined and agreed upon.

IPv6 Working Group

Tax & Investment Working Group



Advocacy

2018 was without question the most politically dynamic year in Malaysia's modern history. The year started off addressing legacy issues from the previous year and centered around regulations emanating from the Ministry of Finance. The Chamber's hosting of the APCAC Business Summit also brought into focus the rapidly changing trading environment, the impact of technological change and the potential for uncertainty and challenges for regulators and policymakers. All this played out starkly for Malaysia in 2018.

With the transition to new leadership in May, AMCHAM's advocacy team moved quickly to establish effective working relationships with key stakeholders within the new government. We also strived to ensure that the voice of the business community was heard clearly during early policymaking, emphasizing the need for transparency, business continuity, more substantive forms of industry consultation, and provision of adequate notice before the rollout of new regulations.

During the second half of the year, we were actively engaged in the deliberation of policy matters that have profound implications for Malaysia's economic trajectory and future competitiveness. We have deepened our engagement with our members through the proliferation of additional committees (Technical Standards Working Group, Investment & Taxation Committee) and content-specific WhatsApp groups designed to enable greater ongoing collaboration and participation by members in our advocacy initiatives.

In particular, AMCHAM secured open and substantive consultations across various government departments prior to the passing of the Finance Act 2019 and were able to convincingly convey to the government the need for Group Relief on taxable imported services, which was granted by Ministerial decree on 30 December 2018. As with the Withholding Tax, exemptions secured one year prior, AMCHAM's advocacy efforts have helped to ensure that new tax policies in Malaysia strike the right balance, contributing to government revenues without unduly burdening the business community and inhibiting future growth and investment.

Ministerial engagements

Feb 05 + Mar 29	Y.B. Datuk Seri Johari Abdul Ghani, Minister of Finance II [pre-GE14]	Open Q&A dialogue with members with follow-ups to present company-specific concerns.
Apr 05	Y.B. Dato' Sri Mustapa bin Mohamed MITI Minister [pre-GE14]	Keynote address at APCAC 2018 and launch of AMCHAM Economic Impact Survey for E&E industry
May 24	Council of Eminent Persons	Shared a briefing document of pressing issues
Jun 11 + Nov 08	Y.B. Tuan Lim Guan Eng Minister of Finance	Meeting during first days in office followed by Budget 2019 program with AMCHAM members
Jun 28	Y.A.B. Tun Dr. Mahathir bin Mohamed Prime Minister	Tun's first engagement with a foreign business association since the election
Aug 07	Y.B. M. Kula Segaran Minister of Human Resources	Members-only briefing and presentation of AMCHAM issues paper
Aug 14 + Nov 28	Y.B. Datuk Darell Leiking MITI Minister	Introduction of AMCHAM, followed by luncheon focused on Malaysia's international competitiveness
Oct 17	Y.B. Mohd Redzuan Md Yusof, Minister of Entrepreneur Development	Introduction of AMCHAM and exploration of collaboration opportunities

These senior-level engagements are an important component of our government engagement strategy, helping us to gain a better understanding of the government's strategic direction and potential areas of collaboration with the Chamber and our member companies while ensuring that business issues of greatest urgency can be escalated to senior decision-makers.

However, a lot of our advocacy takes place with government officials at the working level who are more intimately involved in the business policy matters at hand. Over the course of 2018 AMCHAM has developed and consolidated our working relationships with the following Ministries, government agencies, and government-linked bodies:

- **Ministry of Communications and Multimedia**
 - Malaysian Communications and Multimedia Commission (MCMC)
 - Department of Personal Data Protection (PDP)
- **Ministry of Domestic Trade and Consumer Affairs**
 - Malaysia Competition Commission (MyCC)
 - MyIPO
- **Ministry of Economic Affairs**
- **Ministry of Energy, Science, Technology, Environment and Climate Change (MESTECC)**
- **Ministry of Entrepreneur Development**
 - SME Corporation Malaysia
- **Ministry of Finance**
 - Bank Negara Malaysia
 - Inland Revenue Board
 - Royal Malaysian Customs Department
- **Ministry of International Trade & Industry (MITI)**
 - MIDA
 - MATRADE
 - Malaysia Productivity Corporation (MPC)
 - InvestKL
 - Standards Malaysia
- **Ministry of Health**
- **Ministry of Human Resources**
 - HRDF Governance Oversight Committee
 - Independent Committee on the Management of Foreign Workers
- **Prime Minister's Office**
 - Governance, Integrity and Anti-Corruption Centre (GIACC)
- **Department of Islamic Development Malaysia (JAKIM)**
- **Malaysian Technical Standards Forum Bhd (MTSFB)**
- **Malaysia Digital Economy Corporation (MDEC)**
- **SIRIM STS and SIRIM QAS**
- **Penang Chief Minister's Office**

Representing 260 member companies across a broad range of sectors, our advocacy initiatives have covered a wide range of policy matters in 2018:

- Budget 2019 consultations
- Competition law
- Cybersecurity
- Data Breach Notification Requirements
- Development and taxation of the digital economy
- Employment restrictions
- Foreign Exchange Administration rules
- Foreign Worker policy
- Government Procurement Processes
- Halal standards
- Human Resources Development Fund (HRDF)
- Illicit trade
- Indirect tax reforms (GST / SST)
- Intellectual property rights
- International trade agreements (CPTPP / RCEP)
- Investment incentives reform
- Mandatory divestment in the insurance sector
- Minimum wage
- Payment platforms
- Peer Review on Consultation Initiatives
- Power quality
- Price Control and Anti-Profiteering Regulations
- Outsourcing requirements for banks and insurance companies
- Risk Management in Technology
- Safety standards for consumer products
- Sectoral Tax policies
- State-level Taxes in East Malaysia
- Technical standards for communications networks
- Transfer Pricing guidelines
- Withholding Tax



Engagement Highlights

The scope of policy matters covered by AMCHAM is extensive. Below we share some illustrative examples of the type of advocacy and outreach initiatives completed over the course of 2018 with government stakeholders.

■ Roundtable discussion with the Ministry of Finance and Inland Revenue Board on Investment Incentives

AMCHAM's Investment & Tax Working group coordinating a roundtable with MOF and IRB to facilitate information-sharing and exchange of recommendations in light of Malaysia's meetings with the OECD in Paris (15-19 October), and to help members to understand the government's policy and sectoral priorities as it reviews tax incentives as part of the Forum on Harmful Tax Practices (FHTP) peer review process. The roundtable was joined by MITI, MIDA, MDEC, and InvestKL as well as representatives of 10 member companies.

■ Collaboration with U.S. Embassy and MDEC on cybersecurity awareness

AMCHAM's advocacy efforts include not only direct government engagement but also outreach to the wider Malaysian business community to share techniques and best practices of American MNCs and help spur growth among local SMEs. In December we conducted a half-day program on 'cybersecurity and the cloud' in collaboration with MDEC and the U.S. Embassy, reaching out to local SMEs that are curious about cloud technologies but in need of more information about the cybersecurity aspects of the cloud.

■ Advocating for international harmonization on Internet Protocol Version 6 [IPv6] testing requirements

Responding to concerns from our members about a draft technical code, AMCHAM has in 2018 become an Associate Member of the Malaysian Technical Standards Forum Bhd. (MTSFB), the body tasked by the Malaysian Communications and Multimedia Commission to develop, recommend, modify and update technical standards in network communications. Through regular working group meetings and coordination with other affected stakeholders and industry bodies, we have effectively advocated for Malaysia to harmonize its Internet Protocol Version 6 [IPv6] testing requirements with accepted international standards so as to avoid creating an unnecessary administrative burden for importers of internet-connected devices.



U.S. Government Engagement

Representing “the voice of U.S. business in Malaysia” also requires regular coordination with the U.S. Embassy here in Kuala Lumpur as well as meetings throughout the year with visiting U.S. officials. In 2018 members were able to share their perspectives with visiting official from the U.S. government, helping to relay key messages from the business community about Malaysia and ASEAN back to Washington D.C.

- **Intellectual Property Enforcement Coordinator**
- **National Security Agency** (Senior Director for Asia)
- **Office of the United States Trade Representative (USTR)**
(Deputy Assistant for Innovation and Intellectual Property)
- **U.S. Agency for International Development (USAID)**
(Director, Office of Global Climate Change)
- **U.S. Congress House Committee on Appropriations**
- **U.S. Customs and Border Protection**
(Executive Director, Trade Policy & Programs Office of Trade)
- **U.S. Department of Commerce** (Digital Economy Advisor, National Institute of Standards and Technology)
- **U.S. Department of Energy** (Deputy Assistant Secretary)
- **U.S. State Department**
(Director of the Office of Maritime Southeast Asia)
- **U.S. Treasury** (Counsel for International Trade and Financial Regulatory Policy, and Lead Financial Services Negotiator)
- **U.S. Chamber of Commerce** (Senior Vice-President for Asia)



Roundtable Discussion with Matt Swinehart, Counsel for International Trade and Financial Regulatory Policy, and Lead Financial Services Negotiator, at the U.S. Treasury



Roundtable Discussion with Washington D.C. Mr. John P. Leonard, Executive Director (Trade Policy & Programs) at U.S. Customs and Border Protection (CBP)



Roundtable Discussion with Matt Swinehart, Counsel for International Trade and Financial Regulatory Policy, and Lead Financial Services Negotiator, at the U.S. Treasury



Roundtable Discussion with Charles Freeman, Senior Vice President for Asia of the U.S. Chamber of Commerce

Events & Programs

Event Highlights

2018 was a very busy year for AMCHAM. Between January 2018 and December 2018, AMCHAM organized 46 events with over 2,000 attendees.

In addition to hosting the two-day regional APCAC Business Summit in early April, AMCHAM held various signature events, briefings, and programs featuring prominent leaders from the business and government sectors, including the newly sworn in Prime Minister, YAB Tun Dr. Mahathir Mohamad at the Annual General Meeting luncheon in late June.

Other notable programs included:

- Malaysia in 2018 with Y.B. Datuk Seri Johari Abdul Ghani, Second Finance Minister
- VIP Luncheon with Y.Bhg. Datuk Seri Subromaniam Tholasy, former Director General, Royal Malaysian Customs Department
- U.S. Chamber's Global Intellectual Property Center International IP Index Launch in Malaysia
- VIP Dinner with Y.B. Tuan M. Kulasegaran, Minister of Human Resources
- HRDF Discussion with Tan Sri Dr. Rebecca Sta Maria, Chair of HRDF Governance Oversight Committee
- Penang Dialogue with YAB Tuan Chow Kon Yeow, Penang Chief Minister, and The Honorable Kamala Shirin Lakhdhir, U.S. Ambassador to Malaysia
- Supporting the UN Sustainable Development Goals with Mr. Stefan Priesner, UN Resident Coordinator for Malaysia
- Budget 2019 Luncheon with Y.B. Tuan Lim Guan Eng, Minister of Finance
- Thanksgiving Luncheon & MY AMCHAM CARES Recognition Ceremony with The Honorable Kamala Shirin Lakhdhir, U.S. Ambassador to Malaysia
- VIP Luncheon with Y.B. Datuk Darell Leiking, Minister of International Trade & Industry

Members' Briefing

The Members' Briefing is a platform for Chamber members, U.S. Embassy officials, and the AMCHAM Executive team to network and receive regular updates on political and economic trends impacting businesses in Malaysia.

Between January 2018 and December 2018, AMCHAM organized five members' briefing with 169 in attendance.



APCAC

Established in 1968, the Asia Pacific Council of American Chambers of Commerce (APCAC) is the association of 28 American Chambers of Commerce in the Asia-Pacific region. APCAC's collective membership represents over 15,000 businesses, over 50,000 overseas American workers and over 10 million employees. American enterprises provided over \$620 billion USD in trade and investment in the APCAC region in 2017.

APCAC hold three key programs a year for the Chambers, the Annual Business Summit, the Washington Doorknock and, an ED Best Practice Retreat.

2018 Business Summit

Charting a Bold Future: US Businesses in the Asian Century

AMCHAM played host for the first time in APCAC's history to the annual two-day Business Summit on 04 - 05 April.

The theme "Charting a Bold Future: US Businesses in the Asian Century" brought together over 300 attendees from more than 12 countries across Asia and the U.S. to Kuala Lumpur to examine the challenges of Asia for U.S. companies. Held at the Kuala Lumpur Convention Centre the Summit brought attention to some of the rising trends in global business and highlighted changes in the trading environment. Four U.S. Chiefs of Mission from Malaysia, Philippines, Singapore, and Hong Kong were in attendance among leading business, government and academic figures.

AMCHAM's profile was greatly raised by the Summit and the Chamber realized not just an uptick in visibility locally, but also from around the region. Social media was integral in covering the Summit; both #APCAC2018 and #PartnersInAsia were trending on Twitter over the two days. Coverage included over 100 media mentions and 22 videos clips were shared on various platforms.



Welcome Reception at the U.S. Ambassador's Official Residence



AMCHAM's 40th and APCAC's 50th Anniversary Dinner



Beyond Borders Panel Discussion with U.S. Ambassadors



Formal Presentation of the AMCHAM Economic Impact Survey (E&E Sector) 2017 / 2018

Washington Doorknock

Held annually in collaboration with APCAC, American Chambers from around the region gather in Washington D.C. from 15-20 July to hold a series of meetings. With think tanks, and officials. These interactions allow Chamber executives and member companies to gain a better understanding of U.S. policies as they impact the Asian region and to voice our own concerns and issues to Washington officials directly. Visits are made not only to the U.S. Government but also to Members of Congress and Senators and well-respected academics and thought leaders.

This year the advocacy to Congress, Senate, and the U.S. Government revolved around trade, taxation, and travel. Some highlights:

- APCAC expressed support of trade agreements that encourage free and fair trade;
- U.S. - China trade - while remaining firm, to avoid tariffs & recognize regional implications;
- Adoption of a territorial (residence-based) tax system for American individuals;
- Transition Tax and Global Intangible Low Taxed Income (GILTI);
- Review and reform the Foreign Account Tax Compliance Act (FATCA);
- Safeguard the digital economy and free flow of data.



Meetings were held with the individuals or senior representatives of many officials including but not limited to:

- **Senator Cory Gardner** (R-CO)
Chairman, Foreign Relations East Asia & the Pacific Subcommittee
- **Senator Ed Markey** (D-MA)
Foreign Relations (Ranking Member, East Asia & the Pacific Subcommittee)
- **Senator David Perdue** (R-GA)
- **Rep. Ted Yoho** (R-FL3)
Chairman, FA's Subcommittee on Asia & the Pacific
- **Rep. Joaquin Castro** (D-TX20)
Foreign Affairs
- **Senator Steve Daines** (R-MT)
Agriculture (Commodities, Risk Management & Trade Subcommittee)
- **Rep. Kevin Brady** (R-TX8)
Ways & Means (Chairman)
- **Rep. George Holding** (R-NC2)
Ways & Means
- **Rep. Lois Frankel** (D-FL21)
Foreign Affairs (Trade Subcommittee)
- **Rep. French Hill** (R-AR2)
Financial Services, Monetary Policy & Trade Subcommittee
- **Rep. Jim Clyburn** (D-SC6)
House Assistant Minority Leader
- **Abigail Hunter**
International & Strategy Advisor, National Governors Association (NGA)
- **American Enterprise Institute**
- **Heritage Foundation**
- **Center for Strategic & International Studies** (CSIS)

The ED's Annual Retreat

This is an annual program is held with the Chamber leaders of various AmChams. Collectively these two days are filled with intense best practice and program design sharing, improving techniques and tools and improving on the craft of developing their Chambers. It is a peer-to-peer working retreat typically attended by the majority of APCAC's membership.

2018's ED retreat was held in Taiwan in October but Malaysia was unable to attend due to scheduling conflicts.



Photo Gallery Signature Programs Annual General Meeting & Luncheon 2018



Penang Dialogue 2018 - Penang's Competitive Edge: Developing Talent for the Digital Age



Photo Gallery Signature Programs Thanksgiving Luncheon & MY AMCHAM CARES



Photo Gallery



Malaysia in 2018 with Y.B. Datuk Seri Johari Abdul Ghani, former Second Finance Minister



VIP Luncheon with YBhg. Datuk Seri Subromaniam Tholasy, former Director General, Royal Malaysian Customs Department



U.S. Chamber's Global Intellectual Property Center International IP Index Launch in Malaysia



VIP Dinner with Y.B. Tuan M. Kulasegaran, new Minister of Human Resources



The New Malaysia: First 100 Days with Karim Raslan

Photo Gallery



HRDF Discussion with Tan Sri Dr. Rebecca Sta Maria,
Chair of HRDF Governance Oversight Committee



Supporting the UN Sustainable Development Goals with
Mr. Stefan Priesner, UN Resident Coordinator for Malaysia



Budget 2019 Luncheon with Y.B. Tuan Lim Guan Eng, new Minister of Finance



VIP Luncheon with Y.B. Datuk Darell Leiking, new Minister of
International Trade & Industry



Board of Governors Luncheon



Corporate Social Responsibility

Corporate citizenship and responsible business practices are some of the hallmarks of U.S. corporate culture and are firmly embedded in the activities of American companies across all countries in which they are located. The MY AMCHAM CARES program designed to celebrate and support our members started in 2016 by sharing our members' successful CSR campaigns. In 2017 and 2018, we included a benchmarking effort to assess 'how' our members planned and implemented their initiatives using an annual survey and, in turn, recognizing their excellence. We are very pleased with how far the program has come since then and AMCHAM is proud to play its part in advancing the field of corporate citizenship. -

In August a group of committed members gathered to form an official committee known as the Corporate Citizenship Committee (CCC). The CCC aims to highlight and amplify our members CSR efforts within the Malaysian community, by providing a platform for members to share best practices and to encourage greater collaboration between member companies. It also works towards developing the MY AMCHAM CARES umbrella.

MY AMCHAM CARES is a mutual learning platform for AMCHAM's member companies that aims to encourage the proliferation of impactful and sustainable corporate citizenship programs throughout Malaysia. Programs implemented by AMCHAM members cover a broad range of social and environmental objectives, with access to quality healthcare and education featuring prominently.

The survey questions are constructed to assess on business objectives and societal needs, stakeholder involvement, methods for evaluating the impact including KPIs and ROIs, internal and external communication, incorporation of sustainability in the program and partners and employees' participation. The answers generate an automatic score for each response and for the member's CSR program. The survey results are tabulated based on the following criteria - Strategy, Sustainability, Measurability, and Communication.



22 companies that received high scores across these pillars in 2018 are as follows:

- AmMetLife Insurance Berhad
- Berjaya Starbucks Coffee Company Sdn. Bhd.
- Citibank Berhad
- Coca-Cola Malaysia
- Crown Worldwide Group Sdn. Bhd.
- ExxonMobil Exploration and Production Malaysia Inc.
- Herbalife Products Malaysia Sdn. Bhd.
- Hess Exploration & Production Malaysia B.V.
- Honeywell International Sdn. Bhd.
- IBM Malaysia Sdn. Bhd.
- Intel Technology Sdn. Bhd.
- Johnson & Johnson Malaysia
- J.P. Morgan Chase Bank Berhad
- Keysight Technologies
- Mondelez International (Malaysia)
- Pfizer (Malaysia) Sdn. Bhd.
- Procter & Gamble (Malaysia)
- PwC Malaysia
- Sime Darby Berhad
- Standard Chartered Bank Malaysia
- SunPower Malaysia Manufacturing Sdn. Bhd.
- Visa



JA Malaysia

JA Malaysia is a member of Junior Achievement World Wide, a global non profit organization, that is committed to grow and execute JA Programs on financial literacy, work skills, and entrepreneurship throughout Malaysia, providing Malaysian students with a better understanding of business knowledge, while exposing them to skills that will enhance their employability and career success.

AMCHAM used to run the JA programs prior to the creation of JA Malaysia in 2017 and we continue to support its mission and presence by housing their office within the AMCHAM premises.



Corporate Partners

 **AmMetLife** J.P.Morgan

  **HASKELL** 



“Thank You
to all our 2018 Corporate Partners”



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